

A NEW SERIES ON CARD WRITING BEGINS WITH THIS ISSUE.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV,

Publication Office: Toronto, Canada

October 12, 1912

No. 41

CANADA WIRE & IRON GOODS CO



Manufacturers Of

**FLY SCREEN
WIRE CLOTH**

In
**Steel, Bronze
& Galvanized.**

**STEEL
WIRE CLOTH**

For
All Purposes

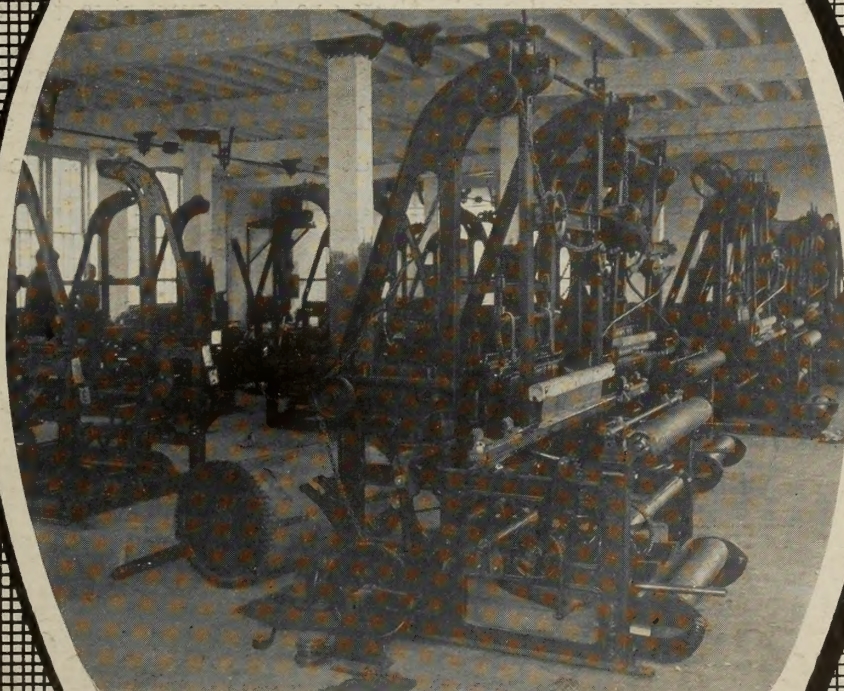
And

**PERFORATED
METALS**

HIGHEST QUALITY PREVAILS

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all Jobbers. Specify "XL" Black Screen Cloth.

We also manufacture high grade wire guards for skylight and factory windows, basement windows, stable windows, and small partitions, tool room partitions and lockers, etc.



Cut shows section of our Fly Screen plant during process of assembling

Office and Works: HAMILTON, CAN.

Eastern Representative: Jas S. Parks, 446 St. Paul St.,
Montreal. Western Representatives: David Philip,
291½ Portage Ave., Winnipeg, Man.; Tees &
Pers e, Ltd., Calgary Alta.; R. A.
Ogilvie, P. O. Box 856
Vancouver, B.C.

Reproductions In Colors of Gillette Store Signs

It is hardly necessary to say that the Dealer who wants to get a good share of the GILLETTE Safety Razor trade in his town must display **GILLETTE Signs**. It is the most effective way of letting people know that you sell "The Razor of To-day."



On the GILLETTE indoor and outdoor Signs which we offer you from time to time we have expended a good deal of "grey matter" and no small amount of cash. They are the kind of signs which the best Dealers are pleased to display.

The common practice of dumping these signs promiscuously in Dealers' stores is one we have never followed—they are too expensive to be wasted where they are not valued nor used.

We have some new Signs under way which will be even better than the Gillette Signs now doing service. We want to get them into the hands of every Dealer who will appreciate and make good use of them, and to accomplish this have adopted a new plan.

Right now we are working on a Booklet which will show these GILLETTE Signs in colors, just as they appear when displayed. When the signs are ready we will mail you a copy of the Booklet, so that you can select from it those signs which you think most attractive and best suited to your store. Should you find that you can use them all, we will be only too glad to supply them to you.

GILLETTE Signs well displayed mean GILLETTE sales quickly made.

The Gillette Safety Razor Co. of Canada, Limited



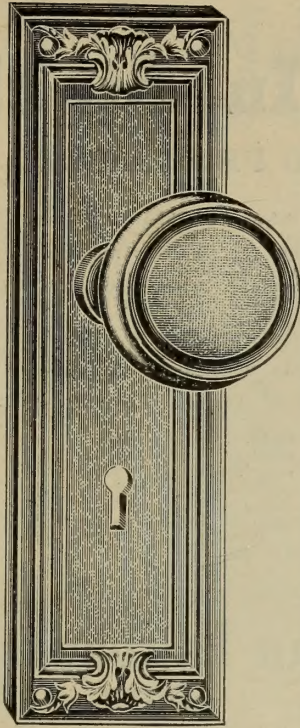
Office and Factory:
The New Gillette Building, Montreal

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

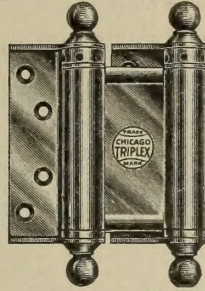
BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

**North Bros.
Mfg. Co.**

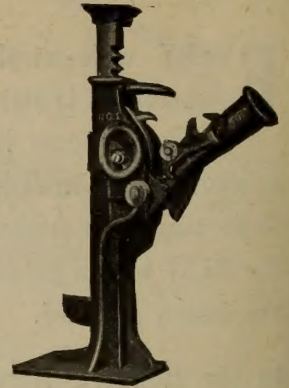
PHILADELPHIA, PA.



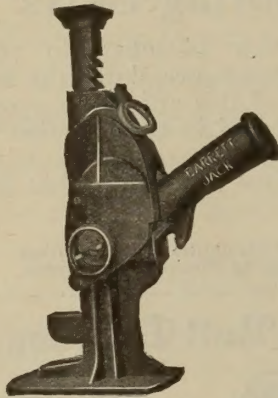
KEEP A FEW OF OUR
"Barrett" Jacks In Stock
 THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end. The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases. The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—
 Frame or Base—Malleable iron.
 Rack—Forged steel, machine cut teeth.
 Pawls—Drop forged open hearth steel of high carbon.
 Fulcrum Pin—High carbon rolled steel, machined.
 Bearings—Hardened steel.
 Handles—Selected ash or hickory.
 Barrett Jacks are imitated in appearance, but not in quality.
 Write for particulars at once.



TRACK OR TRIP
 JACKS



AUTOMATIC
 LOWERING JACKS

**The Canadian Fairbanks-Morse Co.,
 LIMITED**

MONTREAL
 ST. JOHN
 OTTAWA

TORONTO
 WINNIPEG
 CALGARY

SASKATOON
 VANCOUVER
 VICTORIA

The S. M. P. Seamless Savoy Roasters

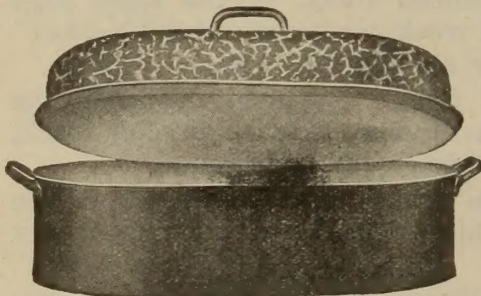
Self-Basting

Self-Browning

Satisfactory

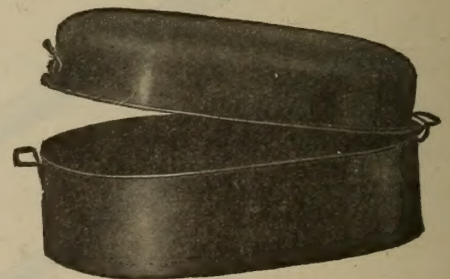
Sanitary

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE 17½x11½x7½ INCHES

**Prices
 on
 Application**



HOTEL SIZE 19½x13x9½ INCHES

No. 200 Finest Siemens-Martin Blued Steel
 Made in Pearlware only
 Case Lots - - - ½ doz.

No. 400 Finest Siemens-Martin
 Blued Steel
 Case Lots - ¼ doz

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

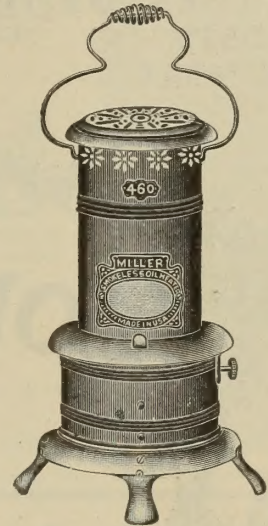
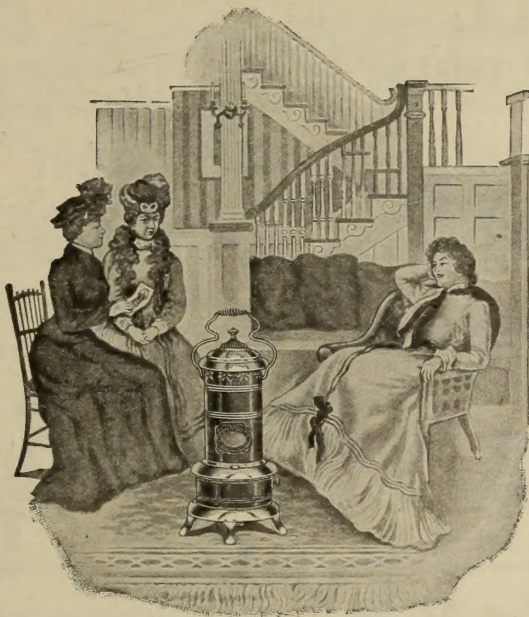
Winnipeg

That Everlasting Coal Bill

Can be held within reasonable bounds.



No. 452



No. 460

The short-cut to Comfort and Economy

Heats Quickly and at Small Cost.

The people of your town would be quite willing to shut down their furnace or coal stove and save the bother, dirt and expense of keeping them going, when heat is only required in the early morning and evening, if you would call their attention to the

Simpler, Quicker, Cleaner and Far Less Expensive Way

of getting heat just at the time wanted and with no expense of fuel being consumed when not wanted.

MILLER OIL HEATERS

Smokeless and Odorless

Produce Intense Heat without Smoke or Smell.

Provided with Oil Indicator and Automatic Extinguisher: Brass Fount.

No. 451—4 qt., Japanned Trim.

No. 452—4 qt., Nickel Plated Trim.

No. 460—4½ Pint, Nickel Plated Trim.

Order or Write us at Once for Particulars

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

The "SILVER" of to-day

FOR ALL HOMES OF REFINEMENT
WIDELY ADVERTISED

EASY TO SELL

PLATED HEAVIER THAN TRIPLE
YET COSTS
LITTLE MORE

COMMUNITY SILVER

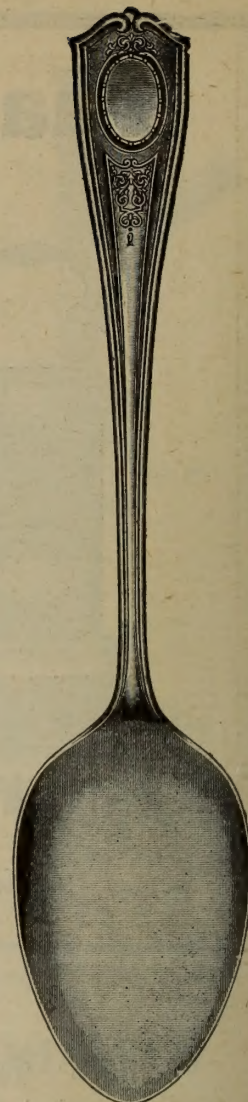
IS
STERLING'S
ONLY RIVAL

IT IS THE BEST
PLATED WARE
MADE

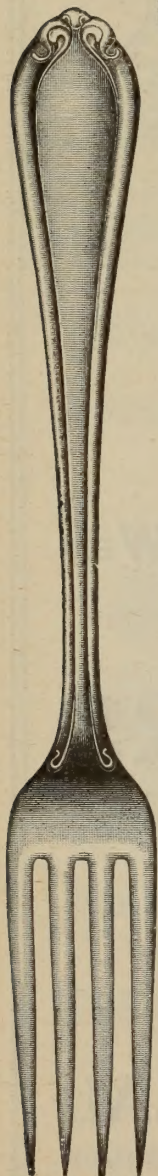
MAKE YOUR STORE A
"COMMUNITY" ONE
BY ORDERING A SUPPLY
NOW



FLOWER DE
LUCE
PATTERN



LOUIS XVI
PATTERN



CLASSIC



AVALON
PATTERN

FINE ADVERTISING ELECTROS.

FREE TO DEALERS FOR

ATTRACTIVE NEWSPAPER "ADS"

WHOLESALE DISTRIBUTORS

Caverhill, Learmont & Co.

MONTREAL and WINNIPEG

Are you seeking new business?

Look at the houses, industrial buildings, manufacturing plants, and building operations (present and prospective) in your vicinity that need good, new, enduring roofs.

Don't you see the opportunity of telling the advantages of

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

Its lasting waterproof make-up of Trinidad Lake asphalt appeals quickly where endurance, good appearance, and economy are demanded. Order from your jobber, and let the people know you sell Genasco.

The Kant-leak Kleet simplifies the laying of smooth-surface roofing and prevents nail-leaks.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

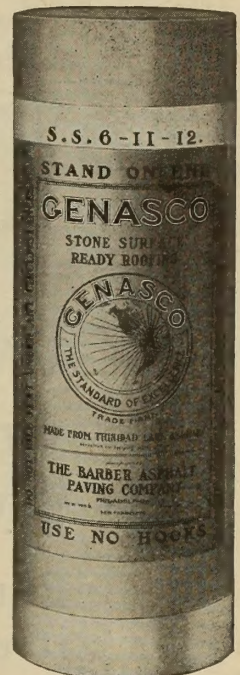
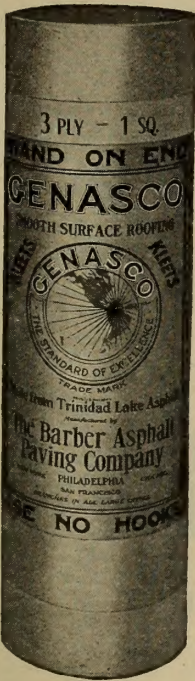
NEW YORK

PHILADELPHIA
SAN FRANCISCO

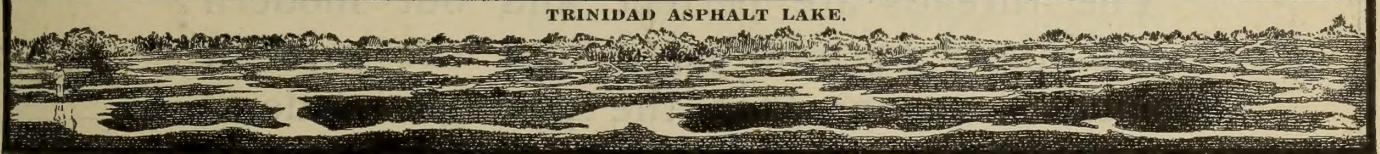
CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec.

D. H. Howden & Co., Ltd., 20 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



ORNAMENTAL and METAL WORKERS

WE ARE EXCLUSIVE AGENTS FOR CANADA

FOR

L. MANNSTAEDT & CIE.

KOLN KALK, GERMANY

Manufacturers of exclusive designs of rolled steel bars for all kinds of ornamental work, window frames and sashes, skylights, stair treads, ornaments, leaves, fence points, angles, tees, vees, zeds, channels, beams and a variety of special shapes to suit all classes of building, plate and sheet metal work.

We carry a large stock at Montreal

CATALOGUES, PRICE LISTS, STOCK LISTS, SENT ON REQUEST.

BAINES & PECKOVER

TORONTO,

ONTARIO

Sub-Agents for Ontario

STEFFENS & NOLLE, LIMITED

77 BEARDMORE BUILDING

MONTREAL, QUE.



Why experiment with ordinary wrought pipe when we can supply you with "M.R.M." Brand?

Plumbers prefer our pipe because they find it enables them to do first-class work.

The threads are perfect and our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear and free from burrs. Note this fact.

Every length tested to 500 lbs. pressure per square inch.

We can supply Black and Galvanized
sizes 1 inch to 12 inches



The Steel Company of Canada, Ltd.

Hamilton
Vancouver

Montreal
Victoria

Toronto
St. John

Winnipeg
Halifax



Letter Orders Now

With a department devoted exclusively to getting out Letter Orders promptly and carefully, we are in a position to take good care of all the business that comes.

No need to wait for anything now, just let us know your requirements and you can depend on everything being looked after as well, if not better, than you would do it yourself.

**Send Us
Your Orders**

H. S. Howland, Sons & Co., Limited
Wholesale Hardware
TORONTO

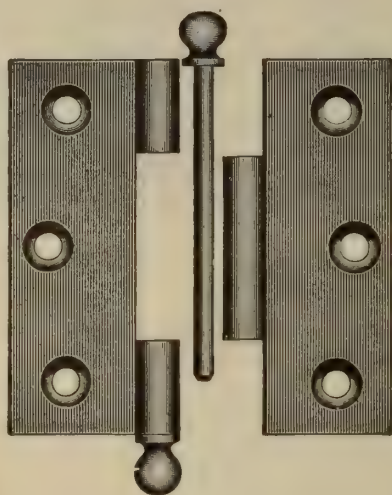
WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges
 Barn Door Hangers Parlor Door Hangers
 Trolley Hangers Hinged Hasps Shelf Brackets
 Wrought Staples Rollston Pulleys
 Gate Hooks Wagon Hardware Etc. Etc. Etc.
 Steel Sheets Bands Bars
 Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

-

CANADA

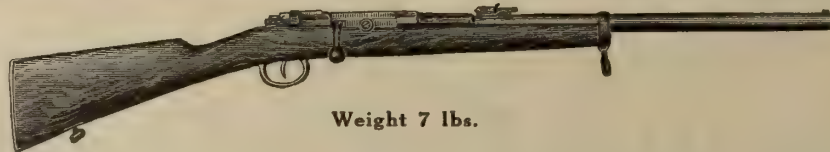
EXTRA SPECIAL OFFER

Fifteen Dollar Rifles For One Third Of The Price. Mr. Dealer, We Wish To Draw Your Attention To A High Grade Single Shot Rifle Which We Are Offering As Long As They Last At The Above Price. Order At Once And Make Money.

Single Shot Rifle

"Mauser" Model 71 Transformed Into A Sporting Rifle, Powerful and Safe

Bolt Action
 Caliber 11 m-m
 or 43



Weight 7 lbs.

The Breech Block, Lock and all working parts are made of Fine Tool Steel.

You will have no trouble to dispose of a quantity of these rifles if you will but only show them to your customers. Other merchants are making big money on these rifles. Why not you? So don't delay, but order at once and be convinced. For Quality, Accuracy and Dependability, we give you our absolute Guarantee. This is just the rifle for large game, shoots accurately, and has great carrying distance. No trouble to keep this rifle in order; will stand all kinds of hard usage. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. Correctly sighted. Perfect safety device.

McGILL CUTLERY CO.,

P.O. BOX 580

MONTREAL, CANADA

We Initiate—Never Imitate

"BIG 4" HANGERS

for

Sliding Doors



Patented April 24, 1906

Front View "Big 4" Hanger

are easy to attach, and once in position they cannot jump the track and can only be removed at the end of the rail.



View of "Big 4" Hanger, Showing Flexible Feature

¶ When the door hangs straight down, the hanger is rigid and does not swing in the wind. The hinged-joint permits the door to swing out should anything bump against it.

¶ Wheels have roller bearings, and all exposed parts are galvanized to prevent rust. Thousands of them are in use and giving perfect satisfaction.

Braced Rail

Braced Rail is made of 1¼x3-16 inch steel, with brackets of the same stock. A lug is turned down which rests against the side of the building and acts as a brace, giving at least one-third more strength. The rail is furnished in 4, 6, 8 and 10 foot lengths, eight pieces of a length in a bundle.

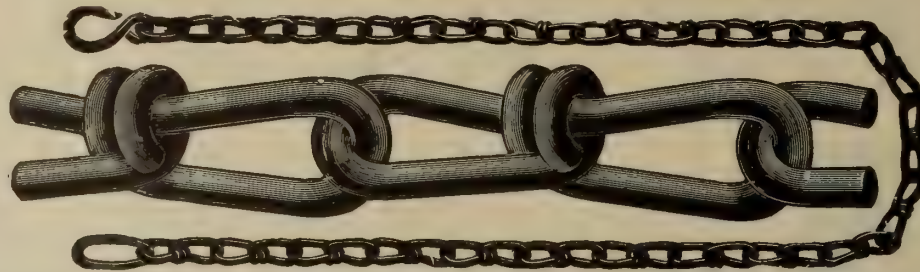


Write To-day for Our Exclusive Agency
Terms and Prices:—They're Interesting

MADE BY

National Mfg. Co., Sterling, Ill.

New Process Steel Wire Trace Chains



Tie Out Chains, Dog Chains, Halter Chains, Cattle Chains

THE MOST SATISFACTORY CHAIN TO HANDLE



TIE OUT CHAINS



HALTER CHAINS



CATTLE CHAINS—Closed Ring



CATTLE CHAINS—Open Ring

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited

HAMILTON, Ont.

MONTREAL, Que.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

**NO MUSS—NO FUSS—
NO LOSS OF TIME**

1/4 pounds, 1/2 pounds, pounds.
Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

**ASK YOUR JOBBER FOR PRICES
AND DISCOUNTS**

**PROTECT your show-cases by
using the**

BRANTFORD COIN MAT

same as cut at left in Blue
and Orange.

WRITE US FOR ONE.

CANADA GLUE CO. LIMITED

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatine of all kinds and for
all purposes.

25%

TRADE DISCOUNT

— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS

WRITE US FOR THIS LIST

**The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.**



EVERYWHERE



If you were in some far-off land and needed babbitt metal, would it not be a comfort to you, if not actual pleasure, to find "good old reliable Magnolia Metal?"

What a history could be written of its wanderings over the seven seas by ships, up the Andes on llamas, to the mines in Mexico by burros, to the teak forests of Siam on elephants; trekking over the sands of Africa by ox carts or across the steppes of Siberia on sleds.

Engineers and mechanics cannot take chances in these out-of-the-way places with their babbitts; they must have the best, and therefore specify Magnolia.

They know that Magnolia is always uniform and reliable, that it is suitable for highest speeds or heaviest pressures and can also be used for piston packing, bull rings, etc., etc.

Tamsos Mine, Tarkwa, Via Sekondi, West Africa.

June 7, 1911.

Magnolia Metal Company, New York City.

Dear Sirs:—

As a user of "Magnolia Metal" for some years—in all parts of the world—and under some rotten conditions, I have pleasure in forwarding 50 cents for one of your Engineer's Pocket Books, knowing full well that anything coming from the home of Magnolia Metal will be good.

I am at present using Magnolia Metal throughout this plant. We get it through our London Purchasing Agent, and it is dandy stuff, too.

Wishing you every success with your good goods, permit me to remain.

Yours very truly,

K. R. MOURE, Chief Engineer.

SPECIAL OFFER.

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. Price 40c post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium, and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

225 St. Ambroise St. - MONTREAL

New York

Chicago

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

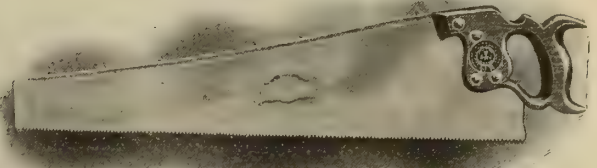
715 Park Avenue,
Worcester, Mass.

Spear & Jackson

"THE NAME'S THE GUARANTEE"



No. 88A Silver Steel Saw, Mermaid Brand



No. 171A Secret Process, Vanadium Steel

SAWS, FILES AND EDGED TOOLS

Hand File

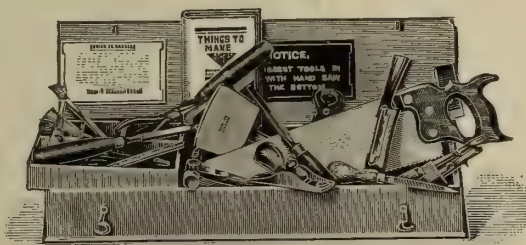
F 127—
3 Square File



Every dealer should investigate the selling qualities of our High Grade Goods.

They are backed by our Iron-clad guarantee and 130 years experience.

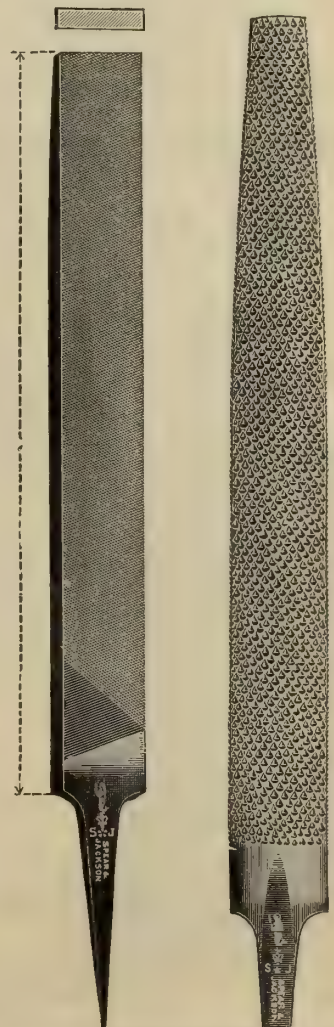
Get acquainted with our goods NOW, every day you put off investigating you are losing good profits.



No. 5A Containing 22 Tools

F 122—Mill Saw
File one round
edge

F 21—Half
Round Rasp



SPEAR & JACKSON
LIMITED

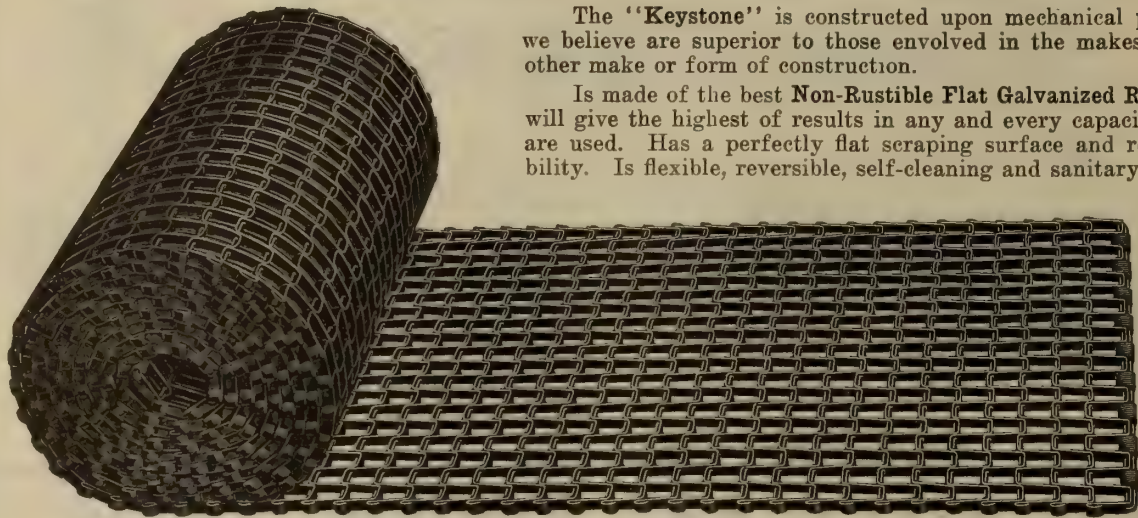
Sheffield, England

FRANK H. SCOTT, Agent for Canada
Coristine Building, Montreal

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are superior to those involved in the makes of any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

Up-to-date Urns



that introduce "Real Economy" to the user. High Class Hotels, Restaurants and Cafes buy them on sight and are always satisfied with the results.

Our Urns are attractively designed and made from the finest material. They are easy to clean, absolutely sanitary and rustproof.

We solicit your inquiry for fuller information—write at once.

**THE BUFFALO
MFG. CO., Buffalo, N.Y.**

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

THERE WILL BE A LARGE DEMAND FOR THE CORONA ROASTER AFTER ONCE INTRODUCED



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.

A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean. ABSOLUTELY GUARANTEED and backed by our long retained reputation for HIGH QUALITY.

Write us for catalogue and full particulars.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.



New Designs in Casseroles

The wide popularity with which this class of goods is meeting is worthy of your consideration, and your stock is not complete without them. A large range of these goods, including Pudding Dishes, Bean Pots, Custard Sets, Pie Plates and Ramekins, are shown in our catalogue, which awaits your request.

The Standard Silver Co., Limited, Toronto, Ont.

Manufacturers of "Silverwear That Sells."



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

The only way to make money is by using
"The Ferrosteel Line"
of Registers

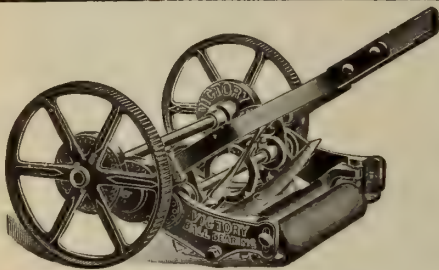
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



TOWNSEND MOWERS

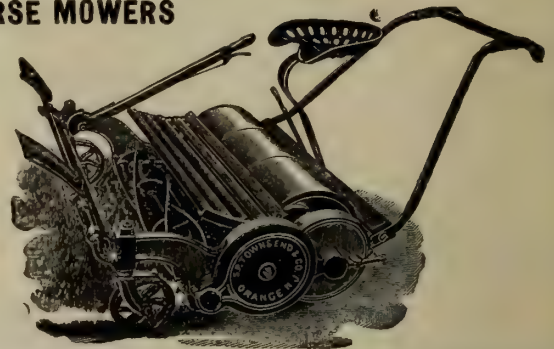
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



The Hamilton 22 CALIBER RIFLES

have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial, and if unsatisfactory return at our expense.

GET OUR CIRCULARS AND PRICES.

FOR SALE BY JOBBERS.

C. J. Hamilton & Son, Plymouth, Mich.

WHERE
QUALITY, ACCURACY and
DEPENDABILITY
are Combined



Do You Want Your
Orders Filled Quickly?

If so, send them to us.

Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Corrugated Iron, and Galvanized Iron Sheets.

Wheeler & Bain

The Quick Shippers

Toronto

DELTA FILE WORKS,
Philadelphia, Pa.

Winnipeg, Man., Aug. 26, 1911

Gentlemen :

In regards to your Delta 10 in. Mill File your representative handed me as a sample, I might say we gave same a pretty severe test, using it for saw filing, which is the hardest kind of work on a file.

I instructed our saw filer to keep account of the saws he filed, the size of the saws and the number of teeth in each saw.

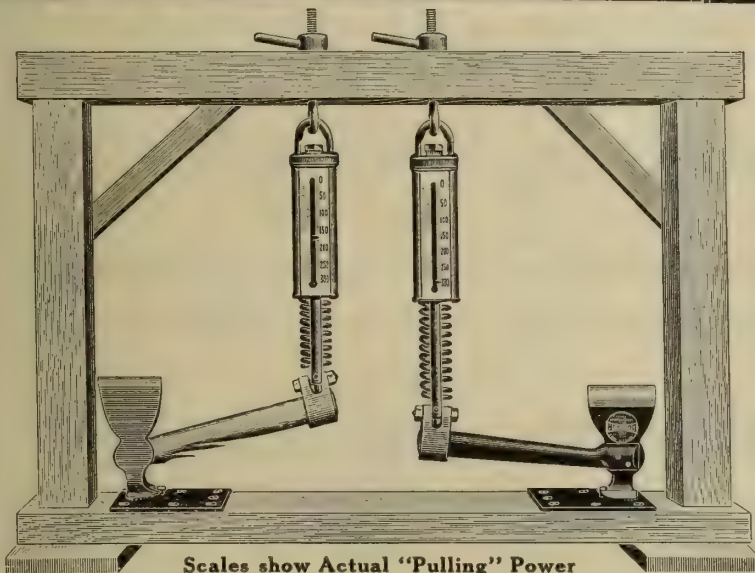
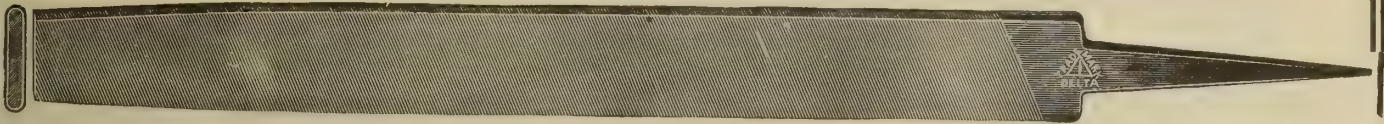
I find he filed nine (9) Circular Saws, ranging from 14 to 30 in. diameter, also two Band Resaws. Making a total of 955 teeth which he filed with this file.

Comparing this with files we have been using on the same work, we find an advance of from 50% to 60%, which speaks well for the Delta File.

You will find the letter "R" stamped in the handle end of the file to identify it if occasion requires it.

Yours very truly,

J. E. ROBINSON, Millwright,
With the Winnipeg Paint & Glass Co., Ltd.



Scales show Actual "Pulling" Power
of Bur-Nor Hatchets. Note Comparative Test.

Customer Satisfaction is
secured through the sale
of satisfactory articles

Bur-Nor Reinforced Hatchets

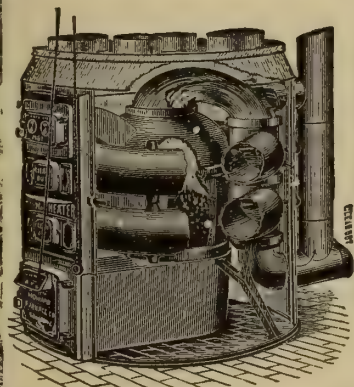
are 50% stronger than wooden
handled Hatchets. That means
50% more service sold to satisfied
customers. It will pay you to
write us for Prices and Catalogue
showing nine different styles.
Do it TO-DAY.

Burgess-Norton Mfg. Co.
GENEVA, ILL., U. S. A.

IT'S QUALITY AND ADVANTAGES THAT MAKE!

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

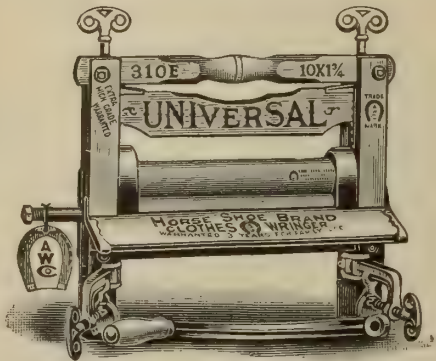
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

NEW LINE UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings
Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E—	-	-	-	-	Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 311E—	-	-	-	-	Rolls, 11 x 1 $\frac{3}{4}$ inches

STEEL BALL BEARINGS

No. 317E—	-	-	-	-	Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 318E—	-	-	-	-	Rolls, 11 x 1 $\frac{3}{4}$ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY
99 CHAMBERS STREET, NEW YORK

The Babbitt Metal without a fault



The Copper Coated Cake

Our Motto

"Best Possible Quality"

HEADQUARTERS FOR
METALS

COPPER, TIN, LEAD, ALUMINUM,
SPELTER AND ALL INGOT METALS

We Manufacture All Grades Of

BABBITT METALS

Two
Specials

Imperial Genuine
For High Speed Engines

Harris Heavy Pressure
For General Machinery Bearings

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO, MONTREAL,
WINNIPEG.



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

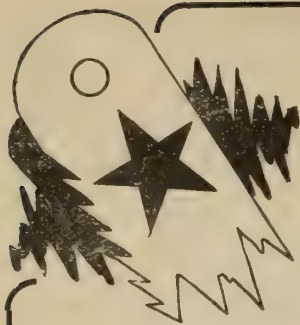
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



Discovered 25 Years Ago

and becoming better
liked and more uni-
versally used every
day.

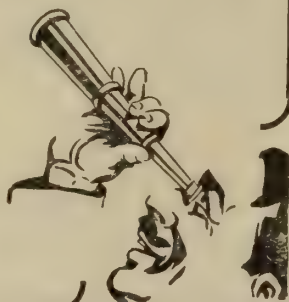
Star Hack Saw Blades

have earned their great popularity because of their quality and adaptability. The dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch. They are good to sell and good to use.

Write us for our interesting proposition. Our FREE book "Tool Practice" is worth while sending for.

Millers Falls Co.
28 Warren St., New York City

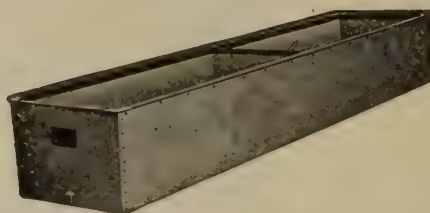
**TWO STYLES
FOR
EVERY USE**



GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales. Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

Limited

TWEED

ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg. Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.

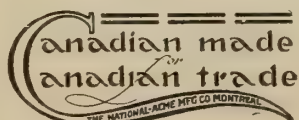
SET SCREWS of FIRST QUALITY



The ACME of quality which every user of NAMCO milled parts recognizes is the result of years of experience in making screws and special products in duplicate.

Every thread is cut clean and smooth, and a uniform accuracy is maintained throughout the order. They are carried in stock in all the popular sizes with "V," U.S.S. or A.L.A.M. threads. We also have all styles of standard Nuts, plain or castellated, ready for immediate shipment.

If you use Standard Screws or Nuts, write for the "Standard Products" catalogue; if special, ask for the "Special Products" book.



THE NATIONAL-ACME MFG. CO.

Screws, Nuts, Bolts and Special Milled Products

St. Henri at G.T.R.
MONTREAL

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

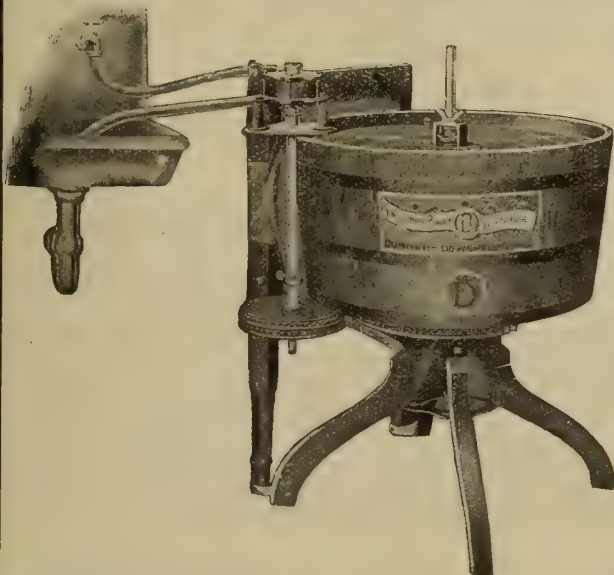
Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD
 PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



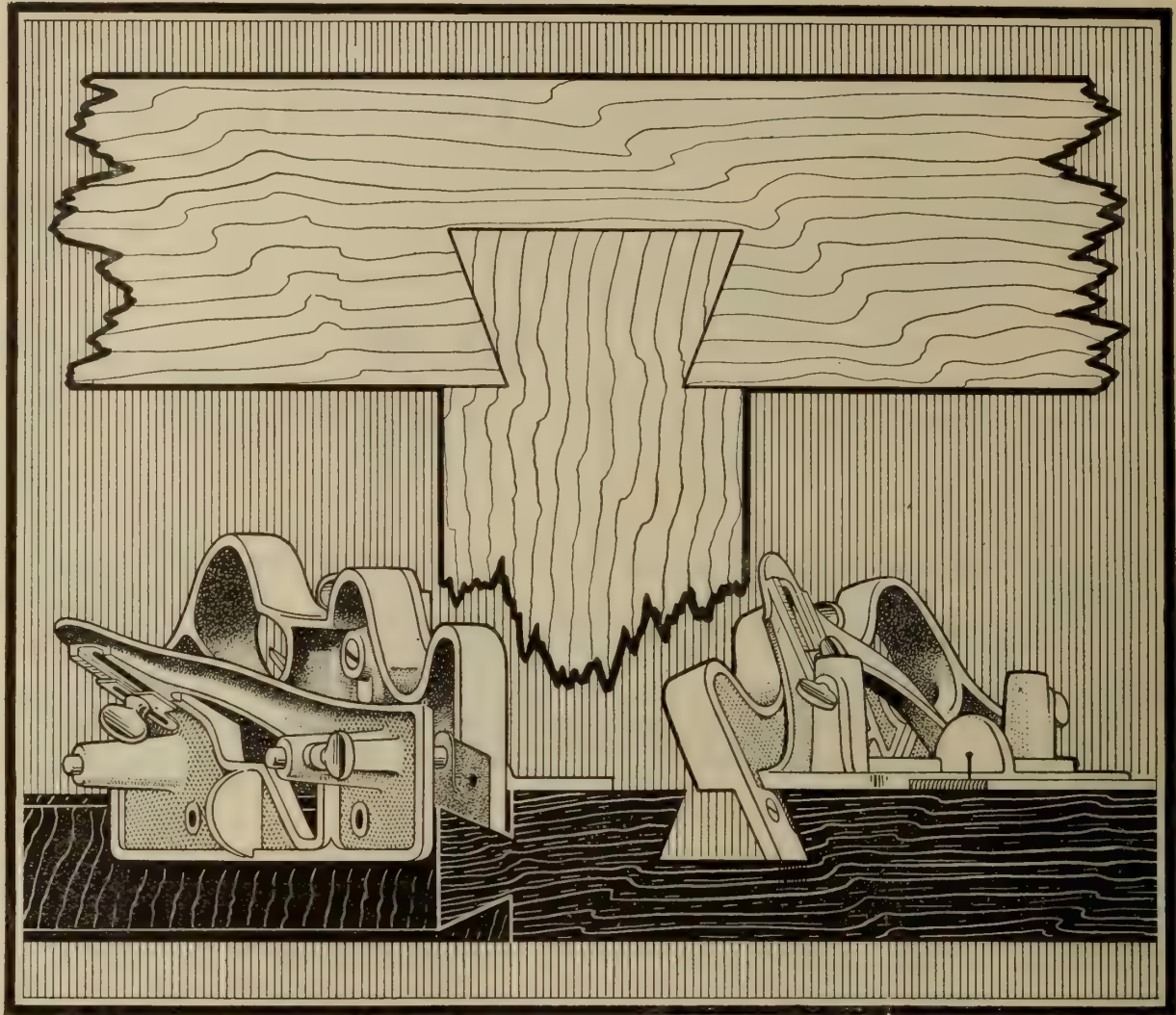
In every house where running water is available there is a possible purchaser.



MADE BY

Agents:
 W. L. Haldimand & Son,
 MONTREAL
 H. F. Moulden & Son,
 WINNIPEG

Cummer-Dowswell, Limited
 HAMILTON, ONTARIO



Stanley Tools

"444"

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints, as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

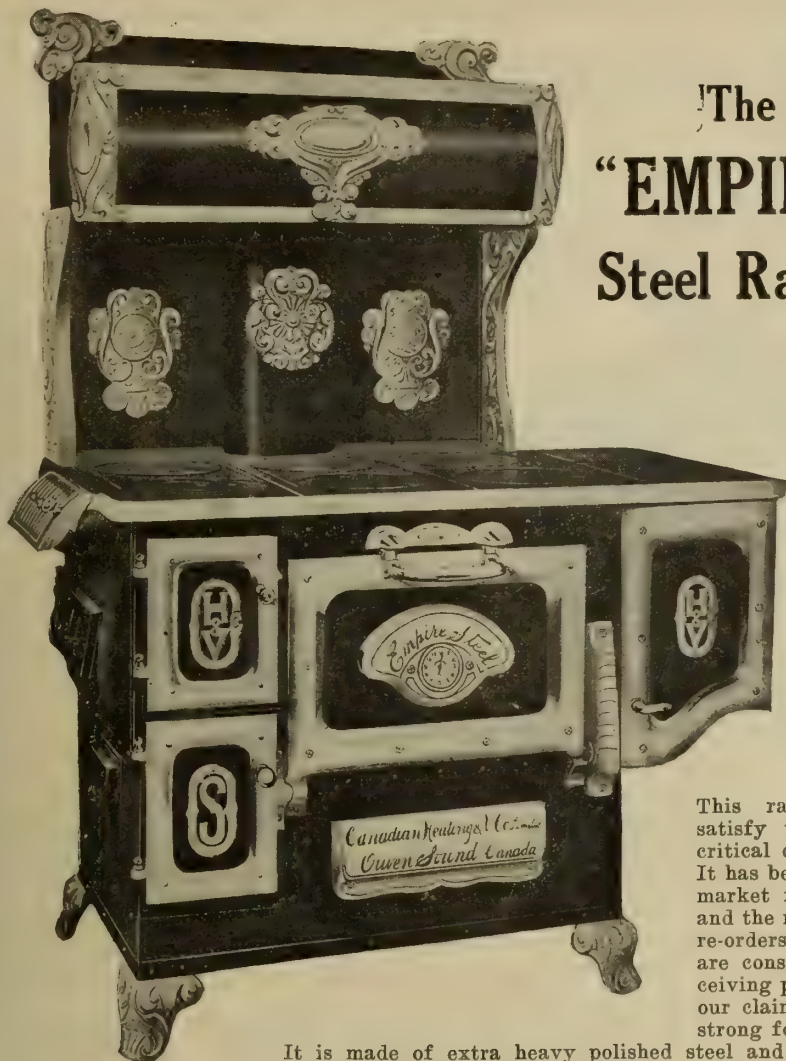
A circular containing complete description of the tool as well as valuable suggestions as to the use of Dovetail Joints will be mailed upon request.

EVERY
TOOL
GUARANTEED

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

STANDARD
THE WORLD
OVER

The "EMPIRE" Steel Range



This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nicked and built to wear.

This is our highest grade steel range, and, we believe, the best on the market. It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

The quality convinces, and its appearance brings scores of customers.

Absolutely guaranteed.

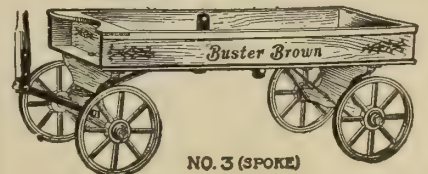
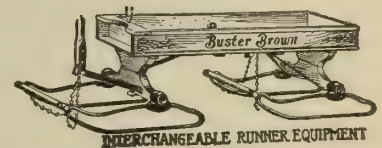
The Canadian Heating & Ventilating Co., Ltd.

OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.

Attention!

Here's the line of splendid sellers



Are you handling the Buster Brown

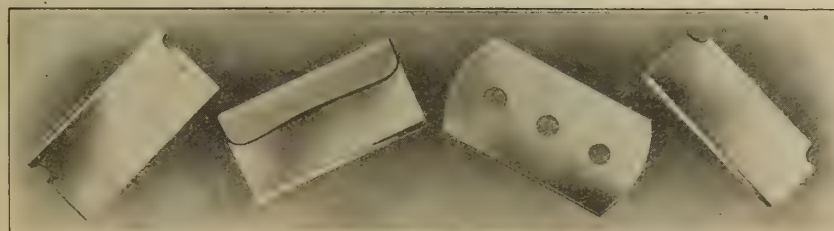
Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.

Highest Quality as regards Cutting Power and Durability.

Agents Wanted

SCHRAMBERG (Wurttemberg) Germany

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

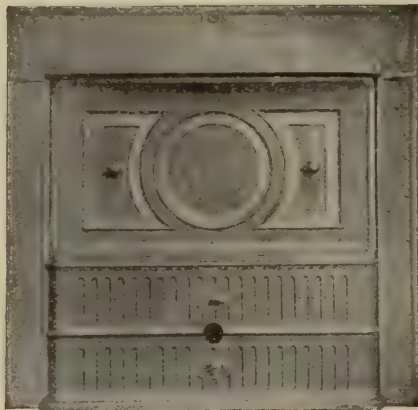
The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

**The William Buck
Stove Co., Limited**

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

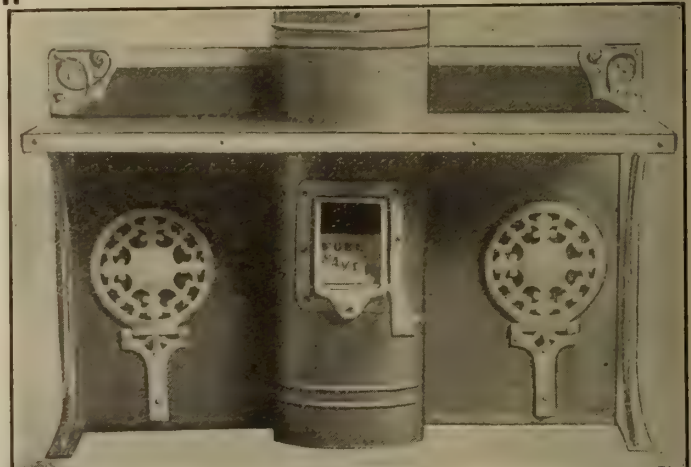
MANUFACTURED BY

**The Ohio Foundry &
Manufacturing Co.**

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

The Barker Fuel Saver



MAKES OUR RANGES QUICK SELLERS

The housewife will invariably choose our ranges because she can **save from 15 to 25% of the fuel.** The Fuel Saver enables her to keep the fire under perfect control.

Let us send you full particulars at once. Good profits await you.

Satisfaction absolutely guaranteed.

D. J. BARKER & CO., Picton, Ont.

DEALERS MAKE MONEY



Dealers make good money—make it easily on a quick turn-over—when they carry the

PERFECTION SMOKELESS OIL HEATER

SMOKELESS

ODORLESS

The Perfection Heater is the best oil heater we know of anywhere in the world, and we have been in the oil business long enough to be good judges of heaters.

If you carried the Perfection last year you know we had more trouble meeting the demand than you had in selling the heaters. If you have not the Perfection in your store now, you are letting good quick profits slip through your fingers.

WRITE AT ONCE FOR OUR ILLUSTRATED CATALOGUE

To any Agency. And at the same time remember this

NOW IS THE TIME

to put in orders for next season for the

New Perfection WICK BLUE FLAME Oil Cook-stove

CLEAN QUICK CONVENIENT

Just figure out your last year's business in Perfection Stoves, and order for next season now. That will insure you prompt delivery and get you the cream of the business.



The Imperial Oil Company, Limited

Queen's City Division—Toronto, Ottawa,
London, Hamilton, etc.

Other Offices at Winnipeg, Montreal,
St. John, Halifax.



WE would like to tell you about the Angle Lamp—why it gives the best light without odor, smoke, heat and *without danger from explosion*—why it is a labor-saver and the “upkeep” cost less than any other lighting system—why a prominent oil company bought our lamps when they wished to sell their oil in foreign territory and why members of that corporation preferred and bought the Angle Lamps for their personal use, although the corporation makes lamps.

We would like to give you in detail the reasons why 3,500 merchants in the United States handle our line under an *exclusive distributor proposition*, whereby they get the jobbing discount and no competition from any source.

The service we offer is the same as the live merchant offers his trade.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.

244-246 West 23rd Street

New York City

Davidson's Beaver Heater

Slow Combustion Stove

Burns a Minimum Quantity of Fuel



Lined throughout with fire bricks. Body is made of cold rolled steel, and the base and top are cast iron. Has nickel plated Tea-pot Stand, and is very compact and neat in appearance.

Can be supplied in 5 sizes, No. 2, 3, 4, 5 and 6, in plain black or with nickel plated bands.

Attractive Ornamental Swing Tops can be furnished for all sizes except No. 6 only.

Write for booklet showing the different styles, with prices and full particulars.

The Thos. Davidson Mfg. Co., Ltd.
 Montreal Winnipeg Toronto

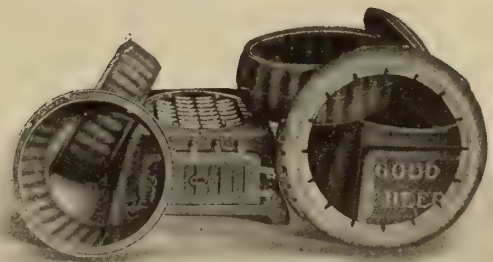
The "Good Cheer"

Hard Service Heater



Can't help being a powerful heater. Just look at the immense radiating surface, air blast ring, roller grates, high ashpit and its sectional construction—no bolts, simply pyramids in sections.

Two sizes: No. 517, 17 in. pot; No. 520, 20 in. pot.



The James Stewart Manufacturing Co.,

Limited

Woodstock, Ontario

Western Warehouse, 156 Lombard Street, Winnipeg, Man.

THE “PANDORA” RANGE

There is
more than
sixty years
experience
behind
this range.



There is no
difficulty in
selling this
range.
Put one on
your floor
it will sell
itself.

SOME FEATURES:

SEMI STEEL LININGS last years longer than ordinary cast iron.

3 BAR SHAKER GRATES—You can shake down one part of the fire without disturbing the other.

NICKELLED OVEN radiates heat rapidly and uniformly to all parts of the oven.

BURNISHED TOP easily kept clean, reduces housework to a minimum.

There are many other features---Write for our Pandora booklet

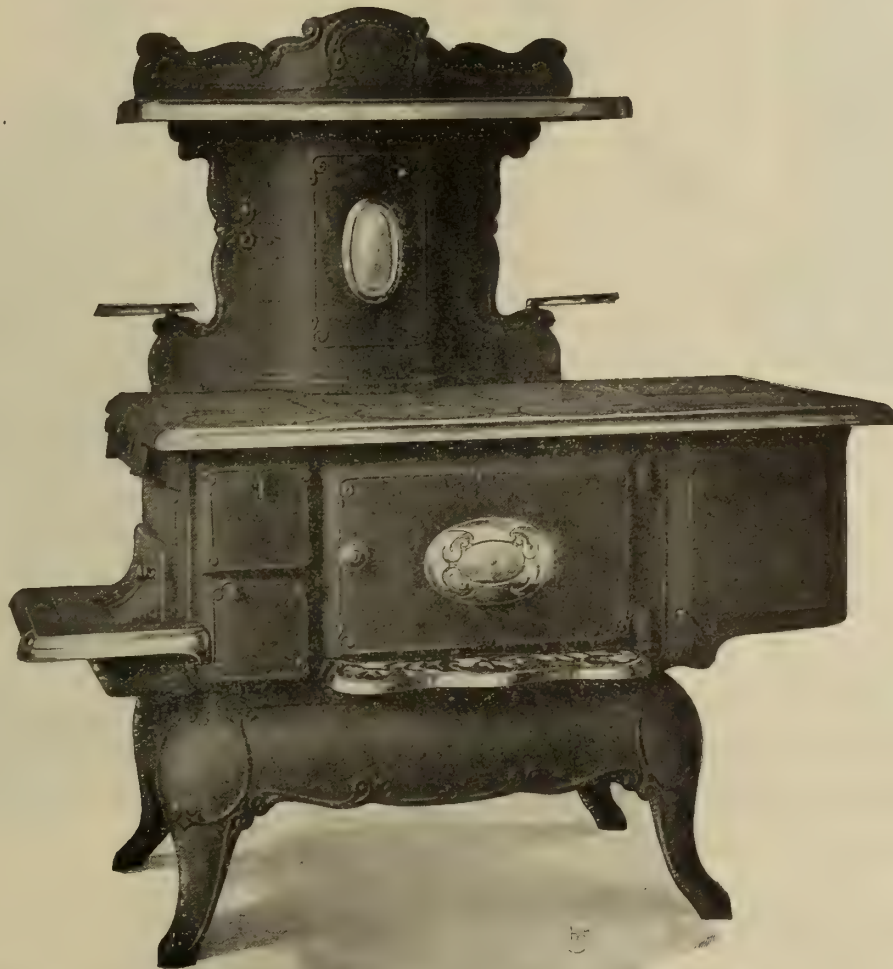
McCLARY ON
GOODS IS A
QUALITY NAME

McClary's

McCLARY'S
SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

A NEW PENINSULAR RANGE



The Alert Peninsular

This is a new moderate priced Cast Iron Range with four or six-hole top, oven 18 in. square, duplex grates and loose nickel trimmings. It is a very attractive range, and will be a good seller.

No.	Covers	Size of oven
49-18	4-9 inch	18 x 18 x 11
68-18	6-8 inch	18 x 18 x 11

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.

Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver

The Mechanics Supply Co., Quebec, Que.



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer. Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS. 

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

**For Increased Business
Sell the**

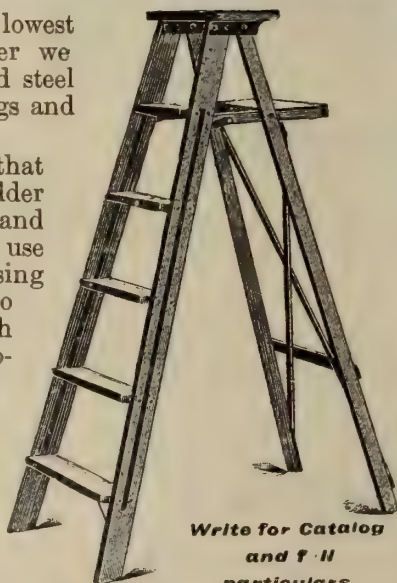
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used, and it is certain to appeal to the public.

Made regularly 4 to 10 ft.



Write for Catalog
and full
particulars.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the
KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

**WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS**

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

TWO WAYS

To Increase Sales!

Many people do not skate because they have weak ankles.

Why not enable them to overcome this holdback by selling them our

PERFECTION Ankle Support

After once introduced you will have many sales of these supports — you will also increase your skate sales, as more people will indulge in this healthful pastime.

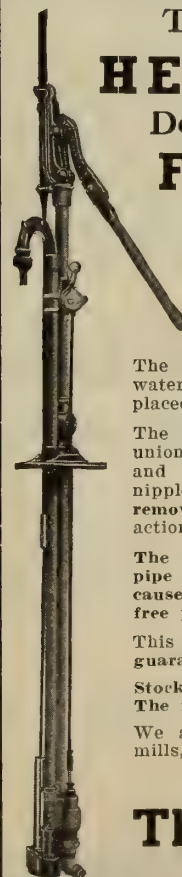
The "PERFECTION" ANKLE SUPPORT

is made of strong, light steel, with sliding hinge attachment that permits the wearer's ankle to move backwards and forwards, but not sideways. Easily attached, and the ladies' size is suitable for children.

Write us at once.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND - ONT



There's A Big Field For

HELLER - ALLER

Double Acting, Three Way

FORCE PUMP

In Many Farm or Suburban Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.

MAYMORE

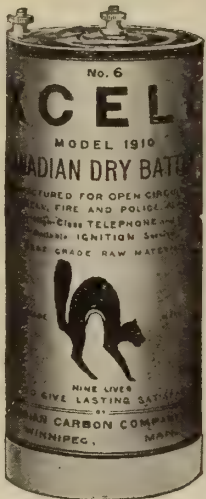


OUR NEW CATALOGUE BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



Western Dealers!

Are you selling Eastern-made or imported batteries, or are you handling the X CELL — the battery that's made right in Winnipeg, and therefore reaches consumers with its vitality unimpaired?

X CELL Dry Batteries

are never more than five days old when they reach dealers. We are getting high praise for our heavy duty cell, No. 8. It is known as a

cell that furnishes efficient, reliable ignition steadily during a long life.

Let us put you in touch with the nearest jobber.

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave., - - - Winnipeg

E. W. HANNA, President and Managing Director

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers,
Galvd. Hoop Iron or Steel, Galvd. Plates,
Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow



For exposed places

Use

"QUEEN'S HEAD" Galvanized Iron

The extra heavy galvanizing enables it
to withstand severe exposure.

John Lysaght, Limited

Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited

MONTREAL

Managers Canadian Branch

ZINC SPELTER

Prime Western

European

Best Brands

You will get lowest prices from
Metal Headquarters.

A. C. LESLIE & CO., Limited

MONTREAL

STEAM GOODS Of The UTMOST RELIABILITY



Every Article Guaranteed To Give Your Customers Perfect Satisfaction

Replenish your steam goods stock with these high quality goods—our cast iron guarantee and reputation are your protection. Every article that we offer to the trade is thoroughly reliable and efficient, and have a record of splendid service behind them.

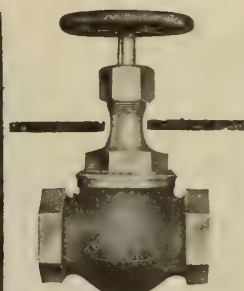
Sell our lines and the buyers will remember you when they require any other supplies—they will give you many re-orders and will be the means of procuring more business for you by telling their friends that Mr. So-and-So has a stock of extremely serviceable steam goods

Remember everything we sell is guaranteed.

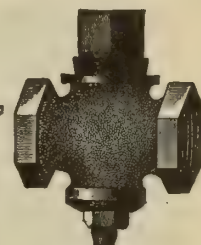
Write for illustrated catalog.

The James Morrison Brass Mfg. Co., Ltd.

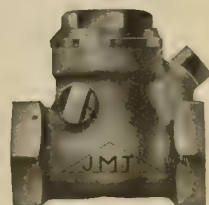
93-97 Adelaide Street West, TORONTO



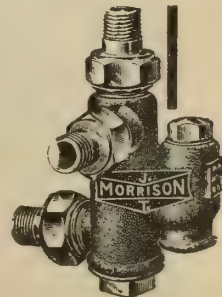
GLOBE VALVES



STEAM COCKS



SWING CHECK VALVES



INJECTOR



INSPIRATORS

GET DOMINION FOR YOUR FALL HUNT



A RUFFLED SHE BEAR

will look better over the sights of your gun if it is loaded with Dominion Improved and Proved Ammunition. The New Dominion system of loading insures you against emergencies.

Write for "The Pilgrim," a great bear story, sent free.

Dominion Cartridge Co.
LIMITED

MONTREAL . . . CANADA

Dominion
IMPROVED & PROVED
Ammunition

REMINGTON UMC
TRADE MARK

PUMP GUN

The Remington Cubs demonstrate the only bottom ejecting pump gun.

Solid-breech. Hammerless. Safe

THE WAY TO SELL THIS MOST MODERN ARM IS TO LET IT TALK TO YOUR CUSTOMER ITSELF

Just let a man see and handle the Remington-UMC Pump Gun—feel its perfect hang—note its simple action—and he buys.

The gun itself is a far better salesman than you or we can be with spoken or written word. It's eye knowledge—the actual handling of the arm that really makes the sale.

Your customer can see for himself how the bottom ejection throws empty shells downward—how smoke and gases must go the same way, too, insuring uninterrupted sight—how three safety devices prevent accidental discharge—how simple the take-down; in fact, what a wonderfully easy acting, comfortable gun it is to shoot.

Every Pump Gun you sell means increased business in ammunition sales for you. Don't risk the loss of a sale through not being able to demonstrate the arm itself.

With this gun and "Arrow" Steel Lined Shells, J. R. Graham won the individual clay bird championship at the Olympic Games. Score, 96 ex 100.

Order one from your jobber to-day.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway

New York City

Seasonable Show Card Suggestions

Something With Reference to the Importance of Making Cards Emphatic and Seasonable—The Fuel Economy Argument Should be Used Strongly in Stove Show Cards—The Methods Employed to Produce the Accompanying Suggestions.

Price and show cards have come to play an important part in the sales problems of the retail store. They lend selling force to window displays and also help to brighten up and render the trims more attractive. They are equally valuable in the store.

A window display without price or show cards lacks a great deal of being fully effective. An attractive display will always draw attention, but cards with crisp arguments and striking sell-

must be clean, fresh and unfamiliar. Customers will not pay any attention to signs which they have seen every time they have entered the store for some weeks or months back. They will read new ones if only out of curiosity. It is still more important that the cards should be seasonable. They should ap-

pear word it laconically and put in plenty of emphasis. Catch phrases are always effective; a play on words, even a pun if not too glaring, will win attention. It is hard, however, to improve on a concise, business-like statement of facts.

One of the strongest arguments in regard to the stove business at the present

A NEW SERIES.

More suggestions for show cards will appear in future issues of Hardware and Metal. Every effort is being put forth to make these suggestions practical to the last degree, so that they can be followed with advantage.

ing points are needed to give the necessary selling force. A pugilist without the punch may be capable of giving a fancy and scientific exhibition, but he will seldom earn decisions. A window without cards will generally be found to "lack the punch."

Cards are of equal service within the store. Distributed throughout the interior, they call attention to the goods and tell something of their merits. They are, in fact, salesmen of high merit. A cleverly-executed card will make sales just as surely as the highest priced man on the pay roll.

It is necessary to replace the cards often, if best results are desired. Cards

peal to customers along the lines of immediate need.

Some Stove Cards.

At the present time, the demand for stoves is becoming of paramount importance and cards should be produced to help in the good work of featuring the store stock.

In writing cards, study your subject carefully and pick out what seems to be the strongest arguments to present. One argument is sufficient for each card.

time is the matter of fuel economy. Coal is costing more than it has ever done before and bills will be heavy this year. Every householder is keenly alive to this situation and no more potent argument could be conceived in pushing the sale of a new stove than to demonstrate that the stove in question would be a light consumer of fuel.

Accordingly, two of the suggestions shown are along the line of coal economy. A card cannot do more than state the fact; space seldom allows the writer to prove his statement. In the case of suggestion No. 1, the statement is made—"Cut down your coal bill. This stove is a light consumer." There is food for thought here for the householder who is looking for a new stove and has been harnessed by thoughts of the probable proportions of his coal bill this winter. It will set him thinking and he will probably make some enquiries. The salesman can then supply the proof.

Suggestion No. 2 enlarges on the same idea, making more explicit statements. It is more likely, therefore, to engage the immediate and prolonged attention of the prospective stove purchaser.

Suggestion No. 3 is more in the nature of a price card, space being left for the filling in of the price.

Why Spend \$60 For Coal

When This Stove
Will Cut Your Coal Bill Down
To \$35 Or \$45 ?

Suggestion No. 2.—More care will be required on this one.

Cut Down Your Coal Bill
THIS STOVE
Is A
Light Consumer

Suggestion No. 1 for show card, containing a strong argument. This block letter is not a difficult one to execute.

How They Are Done.

A man with some knack for lettering and art work but not necessarily with any experience, could print these three cards in an hour and a half. If the cards were made larger than 10 inches wide, more time would be required. The lettering is simple. A clerk who lacks skill, but who is willing to give careful attention to detail can do this style of work very creditably.

The originals of these cards were 10 inches wide. The work was done with a No. 2 ruling pen. The same results

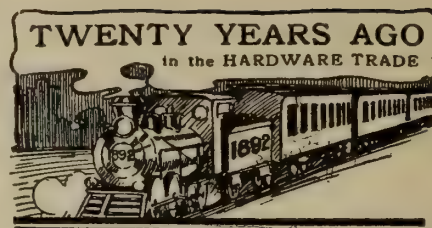
a week. The campaign has been conducted with considerable zest, window displays and advertising being features. The advertising has been done on a liberal scale, pictures and charts being shown to illustrate the saving in time, steps and kitchen space effected by the use of a cabinet.

The result has been a very large sale.



A SEASONABLE EFFORT.

Victoria, B. C.—Under the caption "Every fireplace should be protected



The following items were taken from the issue of Hardware and Metal of October 15, 1892:

"Much interest is being taken in New York at the moment in the organization of an association which is officially named the Hardware Club. Its particular object is to provide a suitable meeting and lunch room for the use of and to promote acquaintance among the members thereof.

Editor's Note.—The Hardware Club is to-day an important institution. It has in the twenty years, which have elapsed, served the purpose for which it was organized.

* * *

"Complaints come from the North-west of delays in the shipment of merchandise from wholesale centres in Ontario. The advance of cold weather sharpens the need for certain classes of these goods, particularly stoves."

Editor's Note.—Despite the fact that the demand from the West has been enormously increased in the past twenty years and that the great bulk of goods are still shipped from the east, there are fewer complaints to-day on the score of delay. Of course, delays still occur and during the past year the West has experienced serious shortages, particularly in soil pipe.

* * *

"Montreal Rolling Mills were damaged by fire to the extent of about \$6,000 the other evening."

* * *

"D. Cinnamon, hardware merchant, Oshawa, has made large improvements in his store the past year. It is now 150 feet deep and two storeys high.

Editor's Note.—M. Cinnamon has improved and enlarged his store several times since. He is to-day one of the best known retailers in Ontario, having been president of the Ontario Retail Hardware and Stove Dealers' Association.

The Most Modern RANGE Only

Suggestion No. 3.—This one is more in the nature of a price card.

can be obtained by the use of brushes, but beginners can sometimes get the best results by using a pen. If it were desired to make the card wider than 10 inches, it would be advisable to use brushes.

The best method for the beginner to pursue is to sketch in the letters by lead pencil first, afterwards printing in with ink.

The only equipment needed for this work consists of a soft basswood board, a T-square and a few thumb tacks in addition, of course, to the ink, pens and brushes.



DEMONSTRATION DRAWS CROWDS

Montreal.—The drawing power of a demonstration is again being proved. The James Walker Hardware Co. has arranged a display of Atkins Saws in one of their St. James street windows. At certain hours of the day the saws are demonstrated, and always a large crowd of men gathers. Sales are thus being secured.



SELLING KITCHEN CABINETS.

Saskatoon, Sask.—The Fawcett Hardware, Ltd., have been putting on a kitchen cabinet campaign. Having secured the local agency for a well known line of cabinets, they have been offering them on the time plan, \$1.00 down and \$1.00

with a spark guard," the B. C. Hardware Co. are advertising this line. They say:

"Don't put your home in jeopardy any longer. Get that spark guard to-day. We have a complete line of handsome and durable spark guards at from \$1.15 up. Drop in and make your selection to-day."

This is a seasonable line to offer at this time.



SEASONABLE LINES.

London, Ont.—J. G. Steele & Co. are advertising a number of seasonable lines, including coal oil heaters (to keep rooms warm these cool evenings) stove pipes, elbows, aluminium paint and stove pipe enamel.

For fall housecleaning they are advertising various lines of floor wax, stains, veneers and polishes.

Hardware lead head re you going to enter contest HH



Southey, Sask.—E. C. Fawcett, who has been acting as head clerk for J. R. Blough, has accepted a position as traveling salesman for the Hamburg Hardware Co., Brandon, Man.

Teaching the Public to Shop Early

The Grave Necessity of Stirring the Last-Minute Shopper Out of His Usual Pre-Yuletide Apathy—The Way to Proceed is to Start the Campaign Early and Match Perseverance Against Procrastination—Maritime Firm Already Selling Christmas Gifts.

A worried, haggard looking fellow, with his arms and pockets full of parcels of all shapes and sizes, elbowing his way with mad haste through crowds of people just as hurried and just as loaded down as himself; getting home at a late hour in a state of exhaustion extending equally to purse, patience and person. There you have him—the Last minute Shopper.

The last-minute shopper is the one blot on what would otherwise be a perfectly happy season. He dawdles along in a state of vacuous indifference until about 8.30 on the evening preceding Christmas Day. Then it suddenly breaks in upon him that, if he is going to do any shopping, it is strictly up to him to get busy. He rushes down town, elbows his way through the stores, makes purchases recklessly without regard for taste or the probable inclinations of the recipients, makes a mess of things generally and causes disappointment all around. About 75 per cent. of people can be classified as last-minute shoppers. Of the remainder about half do their shopping during the last few days. The scattered handful who do not come under either classification are the thrifty ones who keep their eyes open weeks ahead, buying here and there and getting the benefit of a first class selection.

It is hardly necessary to refer to the trouble that the last-minute shopper creates for the merchant. The bulk of the holiday shopping is crowded into the last few days, the wind-up being a frenzied chaotic exhibition, a regular sales-making saturnalia. System breaks down, deliveries are disorganized, the stock is turned topsy-turvy and the staff tired out. Such a condition is bad for trade. There is little opportunity for the display of salesmanship in handling the wants of customers. The volume of business is smaller than would have been the case if the customers had started earlier and taken their time. It is unsatisfactory all around.

It behooves the dealer, therefore, to endeavor to cure the last-minute shopper of his bad habit, to show him the error of his ways. If merchants could only get people into the habit of doing their shopping early, it would mean bigger profits, better satisfied customers and less work and worry.

Get Started Early.

The first step is to get the campaign started early. The last-minute shopper is a creature of habit. It is not with

malice aforethought that he leaves everything until the last few hours. Every other day, he says to himself: "I certainly must get down town and clean up that list right away." But something or other crops up right along, and it is only on Christmas eve that he is driven to it, by sheer necessity. The only thing that will cure this chronic procrastination is for the merchants to never let up with their reminders that it is time to shop. If the stores are decorated early, if the Christmas advertisements keep hammering away, and if there is, in brief, a reminder wherever he turns, the last-minute shopper will probably surprise himself by really getting "down to cases" with a few days to spare.

Persistency against procrastination. That's what it is and the former will win out every time. The case is recalled of a hardware dealer who had a panel marked off in his advertisement and every day gave out how much more time was left. Thus: "Eleven more days to Christmas. Shopping done yet?" That little reminder turned many promising procrastinators into early buyers. He found dozens of cases where people had been urged to activity by his advertisement. The satisfactory part of it was that they generally linked his name with the thought of early buying; and eventually wandered around to his store.

Offer to Hold Parcels.

The custom of leaving purchases until the last day is not caused entirely by indifference, however. The donor, desirous of providing a complete surprise, often waits until the last day so that the recipient will have no opportunity of learning the nature of the gift. Mothers fear that the powerful incentive of curiosity will result in the children locating the presents that she surreptitiously "caches" around the house. Therefore, they wait until the last thing before making their purchases.

This tendency can be overcome by offering to store parcels purchased early until such time as they are required. An offer of this kind is often a powerful incentive for people to buy who would otherwise wait until later. But, it may be urged, such a course would be to jump from the frying pan into the fire. Purchases at the last minute would be lessened, but deliveries would be increased. This objection need not be considered as serious. The deliveries would not be heavier than if the same purchases were

made at the last moment. Little trouble would be involved in the storing of the goods.

What Early Start Does.

It can be done. The volume of Christmas business can be started well in advance of the usual time. In fact, it has been done.

The Conley-Fairweather Hardware Co., of Sussex, N.B., have actually done a lot of holiday business already, despite the fact that the festive period is still over two months distant. They began the campaign by holding a big bargain sale.

"Now is the time to do your Christmas bargain shopping. You can do your Christmas shopping when you will, but if you want bargains for your friends and relatives, which are splendid value as presents, take advantage of this opportunity and visit our sale."

Thus read the advertisement which the Conley-Fairweather Co. used to usher in their sale. The lines advertised included limoge salad dishes, bon-bon dishes, silver cake baskets, preserve dishes, biscuit jars, cream and sugar sets, cutlery, etc.

It may be surprising to some that the firm found the returns from this sale most encouraging. Such, however, was the case. There was a brisk demand from people who had responded to the appeal to shop early "when the shopping was good."



FAIR TIME CAMPAIGN.

Castor, Alta.—Illsey Bros., hardware dealers, have been conducting a special campaign around Fair time. Recognizing that the Fair brings many visitors to town, they have been taking advantage of the opportunity to appeal to the out-of-town and country visitors.

The most important part of their campaign has been the opening of a booth on the grounds. A large variety of goods was shown and every visitor on the grounds inspected the booth at some time or other.

In addition to this, they held a special sale in the store, offering a number of lines at reduced prices during the days of the Fair only. Among the lines placed on sale were ranges, grindstones, wheelbarrows, tools of all kinds, knives, etc. The sale was well advertised and won custom from visitors.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto - - 143-149 University Avenue. Phone Main 7324.
 Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C. - - H. Hodgson, 18 Hartney Chambers.
 London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960.
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2000 Rector.
 Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

PREPARE FOR CHRISTMAS CAMPAIGN.

To get a big share of the Christmas trade is an important consideration with the hardwareman. In the first place, it is profitable business. In the second place, it fills in what would otherwise be a dull season.

The Christmas trade formerly centered very largely in the candy and toy shops, jewelry stores and dry goods establishments. But lately people have been recognizing the fact that sensible gifts are the most acceptable kind and that lasting qualities in presents are much to be desired. This change of viewpoint has brought them to the hardware store and for some years now, hardwaremen have been capturing an ever increasing share of the trade.

The point now is to win even a larger share of this profitable business. It can be done by preparing aggressively for the campaign ahead and by making an early start. Dealers should see to it that their ordering is done early and that the stock is on hand for the first opening of the season. Make the store attractive and Christmas like. Trim up the windows and carry on a snappy advertising campaign. The desired augmentation of custom can be brought about in this way.

PAYING THE MERCHANT.

In a recent issue the MacLeod (Alberta) Advertiser gives the following straight talk to its readers:

"The clerk of the weather permitting, this week will see the virtual conclusion of harvesting operations in this district, and all indications point to a much more expeditious threshing and shipping of the grain than was the case a year ago. It all means that the tide of money will again begin to flow in this direction, and that a good many people who have been somewhat strangers to our national medium of exchange will find themselves reintroduced to the dollar of our daddies. Delighted, we're sure. Of course it will be a nice thing to have even a modest credit balance on hand after the bank advance has been met and the implement dealer's lien has been paid off. The temptation will likewise be strong to pitch in and buy some of the things whose lack has been sorely felt for a good many months past.

"But, Mr. Farmer, don't forget the local merchant who has been 'carrying' you all this weary time. He has uses for money, too. He, too, has notes to meet and drafts to protect, not to mention such little incidentals as food, rent clothing, meals, and shoes for the kiddies. The moral of all this is: remember your debts as you remember those indebted to you, and see that some of the grain money gets into circulation here at once, and the whole community is benefited thereby."

This is excellent advice, and it applies to all sections of the country. The local dealer is too often allowed to wait when customers who have been "carried over" for more or less lengthy periods, spend their money extravagantly or in mail order purchases. It is a good sign that the press is beginning to awaken to the duty it owes the merchant. If more papers would second this advice, the results would be beneficial.

How about clipping this out and showing it to your local editor? It may induce him to insert something to the same effect.



FLAXSEED PROSPECTS.

From the Census and Statistical Office at Ottawa comes the prediction that the flax crop will reach the sizable proportions of 23,145,000 bushels, as against a total last year of 7,867,000 bushels. The prediction is cheering, yet it must not be forgotten that the observations upon which that estimate was made, were themselves made some weeks ago. Since then conditions have not been all that was hoped, and it begins to seem that the Government statisticians were too optimistic.

There is no use denying facts. Heavy rain has done considerable damage to the crop, and frosts have been quite general, and have done their part in reducing the possibilities. Whatever the quantity of grain may be there is no denying that weather conditions are working against the quality. Grain not ripened now will have but little chance of maturing properly, even if fine weather comes and remains.

Buyers of paint and oil will want to face conditions as they are, and it does not seem that the outlook is as bright as the Government report would lead one to believe. The estimate of 24,000,000 bushels seems too large. Probably 15,000,000 bushels will be found more nearly correct. However, this is not the most serious side of the present situation. More grave is the probability that the quality of the seed will be somewhat spoiled. This it is which will effect the oil situation most closely.

Still, there is no need to be pessimistic. Last year's crop was 7,000,000 bushels. This year's yield seems certain to be at least 15,000,000 bushels, and the quality will be as good as was the quality of 1911 flax. Considering only Canadian seed, it will be seen that the local situation has improved greatly, even though it does not quite come up to expectations.



READING THE SIGNS.

Undoubtedly one of the greatest things in business is initiative. Initiative is that which inspires a man to strike out on a new tack. Initiative leads a man to stock a line not heretofore carried.

But initiative is not blind. It is action, resulting from careful thought. A true example comes to mind.

An insurance canvasser approached a young man, and said, "You are about to be married, I understand. It seems to me you might feel inclined to take some further insurance."

After the deal was finished the young man said to the agent: "How did you know that I was going to be married?" "Well," replied the salesman, "I didn't know, but I saw you with the same girl four days in succession, and four times in one day, and I judged you were."

There was initiative. The insurance man read the signs. He saw the need which existed, and hastened to take advantage of it.

At this season, with Christmas coming on, there is need of this stepping out of the beaten track. Men must read the people's wants and prepare to supply them. It takes thought, this; yes, and courage; but it brings profits.



POINTED EDITORIALS.

A cash sale in hand is worth two accounts on the books.

* * *

The shipping congestion in the West is living up to advance notices.

* * *

At last it seems possible to desist from the strenuous exercise of fly swatting.

* * *

Trust, and dead beats deal with you;
Ask cash, and they leave you alone.

* * *

The paint business continues brisk. Make it brisker by pushing paints with unflagging zeal for a time.

* * *

The Canadian flaxseed crop is large this year, but it is not all harvested yet. And that is a consideration worth noting.

* * *

Next week's issue of Hardware and Metal will contain a number of extremely interesting articles, covering a wide range of subjects.

A show card in the window has an argument to present; and it speaks to all who pass. The salesman has the opportunity of speaking to a limited number only.

* * *

It is now reported that the jute crop will be somewhat less than was previously expected—somewhat less than is required to meet the world's demand. Higher prices may result.

* * *

Do demonstrations draw crowds? Look at what happens when a street peddler starts to demonstrate a new potato peeler or a combination jackknife at a busy corner. What the peddler can do, the store can also do.

* * *

Everything is on the increase in the United States—even, according to R. G. Dun, the number of failures. More are venturing, and it is only the law of averages that more should miss the mark.

* * *

Pretty nearly time to start the time-honored but seemingly futile task of formulating New Year's resolutions. The experiences of the past year will suggest many resolutions which should be carried out.

* * *

Business should not be conducted on the same lines as charity. If the hardwareman's right hand—his selling staff—does not know what his left hand—his advertising—is doing, the results are directly and perceptibly bad.

Comedies of Competition

COMPETITION may be the life of trade, but it is often carried to strange extremes, not tending to the improvement of conditions by any means. . Men will be stirred into unwonted activity and unusual extravagances by the desire to outdo a rival. The green-eyed monster (for jealousy is the impelling motive behind any perverted spirit of competition) frequently leads to frenzied contests, which are often disturbing and more often laughable.

The case is recalled of two hardware dealers who became inoculated with the keen desire to get each other's scalps. One had an old established business in town and when Number 2 came in and started to cut prices to the bone, bitterness soon developed. Number 2 received anonymous letters which reflected on his business integrity and moral character generally. He suspected Number 1, and went to some pains to procure a letter in Number 1's handwriting. It did not require the services of a hand-writing expert to detect a marked resemblance in the two samples of chirography. So Number 2 pasted the letter signed by Number 1 in his store window alongside one of the anonymous epistles, and put a sign over them: "Do they look alike to you?" Then he started to decorate his windows with cartoons; rather crude drawings, which generally depicted Number 1 as a sort of burglar operating in the gloom of Exorbitant Profits, while he himself (Number 2) was shown as a sun rising on the horizon of Fair Prices. Libel suits followed, and the whole town watched the fracas with amused tolerance. "What are those two ——— doing to-day?" was a common form of salutation. In the meantime Hardwareman Number 3 was getting the bulk of the trade.

Another instance is worth quoting. Two dry goods dealers drifted into a fast and furious price-cutting war. One morning Mr. A came downtown to find that Mr. B was displaying raw silk in his window for 39 cents a yard. He was horrified at the discovery for the night before he had arranged a display of the same line of goods and marked them 45 cents. It took him just two minutes to get to his own store and mark his goods to 37 cents. B learned of the developments in a few minutes and a new card appeared in his window marked 35 cents. A retaliated by chipping 4 more cents off his price. By this time people were "getting wise" and crowds were collecting in front of each window. B saw A's cut and went him two cents better. A raised the limit by cutting six cents off his price, making it 27 cents. B "bumped" it again and offered the goods for 25. Great bargains were going and quite a few people began to buy. The silk had been marked down considerably in the first place. Pieces worth 75 cents were sold at 25, but the purchasers were soon kicking themselves because A dropped his price to 23 and forced B to offer at 21. Each had a messenger stationed in front of the other's window and the cuts were met promptly. A was content with "seeing" at 21 cents, and there the price stuck. Both dealers lost substantially. The public not only had a chance to buy cheaply, but enjoyed an hour's amusement out of the contest.

Competition is a good thing. But you can get too much of a good thing.

Building up Fall Sporting Goods Sales

How Sales in This Department of Montreal Store Have Been Tripled—Details of an Extremely Effective Window Display — Disposing of Customers' Complaints by Making Tests.

Written for Hardware and Metal by Arthur C. Lariviere, Vice-President of Lariviere Incorporee, Montreal.

Taking it for granted that a window fulfills its mission when it attracts general attention to a store, and brings results which can be measured definitely in dollars and cents, I think this sporting window of ours may be considered a good trim. People have stood before the window at all hours of the day, and late into the evening. There can be no doubt they are attracted by the trim, and the cash register has shown that the attraction was of the right kind. Indeed, during the month of August, our sales of guns, rifles, ammunition and hunters' accessories have tripled those of the same month last year.

The display itself is really quite simple, though it might not seem so at first glance. Time was taken in preparing the trim, but this was more to plan it, than to execute the actual work.

Stream in Window.

The accompanying illustration will give the reader a general idea of this

window. Through the centre, it will be seen, runs a stream. That was not hard to arrange. We get a shallow trough made, covering this with burlap upon which was stuck sand. A little work around the edges, the use of some small logs and twigs and the desired natural appearance was given.

The stream itself! Why that was easily secured, two bits of rubber hose being used, the one to supply the water, the other to draw it off. We did not keep the water running all the time though undoubtedly the window was more attractive when this was trickling down.

It was a hunting window, and to give it the proper appearance we wanted some of the animals and birds which draw men from their comfortable homes to spend a fortnight "roughing it" in the back woods. These animals were not hard to secure. Indeed we rented the birds, the racoon, the duck and others

from a taxidermist for the very moderate sum of five dollars.

Where Supplies Were Secured.

The leaves and branches, used to form a part of the background, were, of course, easily secured. We get them from the mountain with no expenditure of money and very little expenditure of time.

At the back of our display is a painted canvas, showing a forest in the distance. That cost some money, but it is used two or three times a year, so that its value may not fairly be charged up to the present trim.

The hunter, kneeling by the stream, watching for his prey and ready to shoot, represents no expenditure of money. The figure we borrowed from a manufacturer. The rifles, of large value, were taken from stock. The show cards, as a matter of fact were the only accessories which cost much, but considering these the total cost of the trim was not



A Window which brought a great increase in sales of rifles and ammunition. The presence of animals did much to give the realistic appearance, as did a section with flowing water. This is hardly visible in the picture.

\$25—very little when it is considered that the returns for August alone were three times those for August, 1911. And it seems the increased business is going to continue. Certainly it is not fair to attribute all this increase to the window, but it helped, and it helped other departments as well as guns.

Proving All Goods.

But after all a window trim will not sell goods. It will merely interest people in them. A large part of the work has to be done inside after the customer has been led to enter.

Our principle of inside salesmanship has been one of proving our goods. We have endeavored to make people see that we stand behind everything we sell. If a man challenges our goods we at once put them to the test. We know what these goods are capable of doing. We say they will only do what we are convinced they will do, and if any one questions our word we get to work at once to give proof.

Two instances in which we found it necessary to make a test to prove our

goods may be mentioned. Both occurred during the past week. I am not quite certain always that men questioning the value of a rifle or of a certain ammunition are serious. Sometimes they are just "growling" on general principles. It is a question in such cases, whether it is worth while putting goods to the test. These two men, however, were serious.

Complained of Ammunitions.

One spoke against a certain style of ammunition which he had been using, and which we recommended. "Why," he declared, "that won't go through 2 inches at fifty feet."

This was too much for us. We at once asked the man to come with us while we put that ammunition to the test. We selected a cartridge out of stock, used it in a gun similar to his. We went to our back store and at a distance of 50 feet fired at a huge block of hard wood. It penetrated seven and one-half inches. That rather disproved the theory that the ammunition would fall in fifty feet.

The other man spoke against a certain light rifle. He said it had not the power which we claimed for it. Well, we had to prove our statement to him, too. He was not, of course, speaking from experience, but was merely stating an unfounded belief.

Test Brought Immediate Sales.

We took to a vacant space behind the store a piece of steel one-half inch thick, and at this fired with that light rifle at a distance of twenty feet. The bullet penetrated deep, as deep as did some charges from heavy rifles.

The man was convinced. He immediately bought the rifle, and he told friends of the test, with the result that two of them bought.

The man to whom we proved the strength of the ammunition also bought. His purchase will not mean a great deal in our profits. But that test will have convinced him that we sell good goods. Our profits will come from this impression, for the man will likely talk of the test he saw.

Fair Exhibits Show Good Prospects

Those in Charge Can See Who are Interested in the Various Lines; and it is Better to Know Definitely That a Few People Want a Certain Thing Than to be Aware in a General Way That Many Require This Article—Enables a Personal Appeal—How the Acme Co., of Edmonton Arranged a Display.

Toward the end of August, and early in September several well-known hardwaremen wrote articles for *Hardware and Metal*, setting forth the position they took upon exhibiting at fall fairs. Without exception these men held that fall fairs are good as a method of advertising though all said that the immediate results, while often large, are but a small part of the benefits received. These articles were secured largely that other dealers, hesitating whether they should exhibit at the fall fair or not, would have something definite to go upon in reaching their decision. A good number finally determined that an exhibit would be in the best interests of their business and now word is coming from these men as to the results they secured. All these exhibitors seem to be delighted with the success which attended their efforts.

Advantage of Early Decision.

The Acme Company, of Edmonton, Alberta, determined early that it would be well to arrange a booth; and having so determined, took steps to make the exhibit one which would attract. It was felt that almost all the buyers of the community would gather at the fair, and the management decided that they must make as much effort to have their booth

up to date and attractive, as they regularly make to keep their store in such a state. So the manufacturers were approached. Some of these sent suggestions and designs. From these, and from the ideas of E. A. Tinding, the manager, the attractive booth shown in the accompanying cut was arranged.

Outline of the Display.

Notice what was done in the booth. The sporting season was approaching. Many sportmen were at the fair. They would naturally be interested in rifles and ammunition. So there were rifles and ammunition for their inspection in the Acme Company's booth.

To the fair came scores of farmers—and city people too. Perhaps, every tenth person was a householder. Many of them would be in need of paint—or their houses and barns would be. For them there was an attractive paint display, this being so constructed that it appealed to the women as well as to the men. Therein lay a good part of its effectiveness.

Looked for Suggestions.

And for the same householders there were plumbing fixtures and bath room supplies. Many who attended were building new houses. They would

pause to inspect the bath room equipment, in the hope of getting some suggestion for their house. What could be better. This gave those in charge of the display a chance to get the names of those interested, and it gave those interested an idea of what they wanted and of where they could get this.

Women always form a fair part of those at an exhibition, and for women there was an especial appeal in this exhibit, one side of the booth being largely given over to washing machines and enamelware, while in another part of the display, were stoves. In short there was something for practically everyone—for all, indeed.

No Mixing of Lines.

As will be noted a wide variety of lines were shown, yet there was no confusion. This desirable result was secured by taking a fairly large space, and by giving each line shown a certain portion of that space. There was no mixing of lines, and so no confusion or overcrowding. The arrangement of this booth may well be noted by those who purpose making a display at some fall fair next year.

The immediate sales made at this exhibition, according to Mr. Tinding, were

not very large; nor was it expected they would be. No effort was made to bring purchases, all energies being bent to making people see the quality of lines carried, and so, indirectly to realize that the Acme Co. was a good one with which to do business.

Nor is this general publicity which the goods shown secured, and which the store secured through them, the only thing gained. A wider knowledge of the wants of the community was gained. This knowledge, it is hoped, will be of value. It was learned that many are interested in bath room fixtures; that rifles and ammunition appeal to a large number. Thus the management will have more to go upon in determining what lines they may well display in their store windows.

Special Cases Noted.

Again, a good many special instances were noted. It was observed that Mr. So and So asked about paint. That Mrs. ——— inspected the ranges carefully, that Mrs. ——— was keenly interested in washing machines. Valuable information this for follow up work.

It is this opportunity to follow up, which is perhaps the most valuable feature of an exhibit. To know definitely that Mr. So and So wants paint, that Mrs. ——— is interested in stoves and Mrs. ——— in washing machines, is better than to know in a general way that a number of men are feeling the need of paint, and that several women want ranges or washing machines. The definite knowledge enables the adoption of an aggressive campaign. It enables the dealer to go out and put his proposition before a select few who are interested in it; which is far better than shouting that proposition for all to hear. The proposition goes to the one interested with the personal touch, and that personal touch is still a big thing.

Where Losses Come.

From what can be learned a good number of the men who arrange exhibits fail to follow up, as they might, the information they are enabled to get by reason of these exhibits. This means

that they are losing. Perhaps they are gaining in a way, for the general advertising done by the booth will be certain to bring trade to their stores, but they will not be gaining all possible, and so, in reality, will be suffering a loss.

The Unconscious Effect of Advertising

An Interesting Side of the Ad-Writer's Work — Advertising Your Advertising to the Public—Plan Adopted by Selfridge & Co., London, England—Building for the Future.

The ad. man, the window trimmer, the merchant who seeks rather than shuns an honest criticism of his work from the people with whom he expects to do, or is doing, business is taking one of the surest routes to improvement, provided he knows enough about his business to sift the useful from the impracticable. He must carefully apply his own judgment in a process of elimination.

This training is most valuable to a specialist. He obtains ideas from the most trivial occurrences and suggestions from sources which to the person whose mind has not been trained in that direction are most unfruitful.

This ability to concentrate has been regarded as one of the evidences of genius, but it means nothing more than industry combined with intense, thoughtful application. It must enter into the make-up of each person having anything to do with the success of the business, or who is training himself for any particular field of activity.

A receptive, as well as a retentive mind is essential to the ad. man. He must study the impressions created upon other minds by his work, and must be able to play upon those impressions to the advantage of the enterprise in which he is engaged. Step by step, it is pos-

sible to bring the public unconsciously to that point where results, impossible at one bold stroke, are finally achieved. This process of education is one of the most interesting phases of the ad. man's work. It represents the cumulative power of advertising—the effect of the influence of continuous suggestion leading up to a certain object. Its foundation at first is the serious confidence of the merchant, the ad. man, the window trimmer and the salesforce, and ultimately it meets with the appreciation of those whom it sought to influence.



Hardware Letter Box

Metal Feed Boxes.

James S. Neill & Sons, Fredericton, N.B.—“What firms manufacture metal feed boxes for cattle and horses and metal stanchions for stalls?”

Erie Iron Works, St. Thomas, Ont.; Warden King Co., 151 Craig St. W., Montreal; Jas. Smart Mfg. Co., Brockville, Ont.; James & Reid, Perth, Ont.; Hunt, Helm, Ferris & Co., Harvard, Ill.; Dennis Wire & Iron Works, London, Ont.; London Machinery Co., Guelph, Ont.—Editor.

Sheathing Quilt—Hair Felt.

John Corbett, Kingston, Ont.—“Kindly oblige me with manufacturer's address of Cabot's Double Ply Sheathing Quilt, also Heystone Acme Hair Felt.”

Samuel Cabot, Inc., Boston, Mass.; H. W. Johns Manville Co., Toronto, Ont.—Editor.



AN INTERESTING NUMBER.

Next week's issue of Hardware and Metal will be one of great interest. It will contain a full report of the banquet of the Canadian Wholesale Hardware Association at Montreal. In addition, it will contain a practical article on the storing of rope to prevent waste and loss; an article on price and show cards; many practical pointers on window dressing; and an article relating to the Christmas trade.



Booth of Acme Company at Edmonton Fair—It brought splendid results.

Hardware Store Publicity

Chapter 14.--

The Co-operation of the Staff

The Work Which Follows the Publication of an Advertisement is Equally as Important as That Which goes Before—Advertised Goods Should be Placed Conspicuously in Store and if Possible in Window—Clerks should "Brush Up" on Advertised Lines.

It is not stating any thing new to say that advertising must be carried out thoroughly. It is a fact, however that a great many merchants do not seem to understand the full meaning of that word "thorough."

A thorough advertising campaign does not end when the copy has appeared in the newspaper. It is only beginning at that stage. The work which follows the publication of the advertisement is equally as important as the work which goes before.

Enough has been said in previous articles on the score of the work which is entailed in the preparation of the copy—the selection of the lines to be featured, the size of the ad., the lay-out, the wording, etc. Let us consider for a few moments then, what is necessary after the ad. has appeared in the paper.

Featuring the Goods.

It is not an infrequent experience for customers to be attracted to a store by the advertisement of a certain article, only to find that the article in question is nowhere to be seen. It is wise for the goods advertised to be displayed not only in the store but in the windows as well. Sales are lost otherwise.

It cannot be expected that an advertisement will always be sufficient of itself to create sales. People will frequently be half convinced by an advertisement. "It looks good," they will say to themselves. "I would like one of those." Suppose they pass the store the next day and the article in question is displayed prominently in the window. It is a certainty that they will stop to look it over. It is almost a certainty that they will finally find their way into the store.

If, on the other hand, they pass the store and there is nothing to remind them of the desired awakened by the advertisement, they may pass along without giving the matter a thought.

When a person is interested in a certain article, a good advertisement will create sales often; but a good advertisement, backed up by a good display, will create sales always.

Display in the Store.

It goes without saying that the goods advertised should be prominently displayed in the store the day following and for several days. The merchant naturally expects results from his advertising. When he advertises a certain article he expects that the next day people will be asking for that article. It is

only natural, therefore, that he should place the stock where it will be seen and readily reached.

This not only expedites the handling of the goods but it undoubtedly increases the sales. It serves as a reminder of the advertisement. "There are the hammers you were advertising in last night's paper, I guess," says the mechanic, who has dropped in for a couple of pounds of nails. He tests a few of the hammers. "They're good, alright," he concedes. "I really need a new hammer and this price is not out of the way." The salesman soon closes the sale.

Such occurrences are common where advertisements and store displays are arranged in concert. But now look at the other phase of it.

A farmer sees an advertisement of axes in the newspaper and, being in town next day, he has occasion to go to the hardware store. The axes are not on view. It may be that he will not think to ask for them; and in such cases a sale is irretrievably lost. If he does ask to see them, they cannot be shown to the same advantage as if the whole supply had been placed together where the customer would have a complete selection to choose from.

Have Staff Informed.

A still greater necessity is that of seeing that all members of the staff are partners in the advertising campaign.

A humorous article in a recent issue of a well-known publication recites the trials and experiences of an amateur sportsman in various sports and pastimes. On one occasion he weakly consented to go out with a friend in a sailboat. Heavy clouds soon loomed up on the horizon and it was quite apparent that a storm was brewing. The friend cheerfully remarked that it would only blow "half a gale," but the amateur sailor found to his cost that it was "the last half."

A well-advertised article is half sold but in this case it is only the first half. The completion of the last half of the sale depends upon the salesman. He must be prepared to talk the advantages of the advertised goods. Furthermore, he must be prepared to bring these goods to the attention of customers; to push sales in every possible way.

Here is the outline of a rather common occurrence in some retail stores. Enter customer. "I want to see the saucepans you were advertising." The

clerk scratches his head in rather a perplexed way and finally brings out a selection of goods. He states the price but the customer protests that the advertisement had promised saucepans at another figure, a few cents lower than the prices he has quoted. The clerk is nonplussed and consults another. Between them they find out about the matter and finally produce the desired article.

Such crass stupidity is, unfortunately, not uncommon. It is not unusual to find clerks who have not the faintest idea what the "boss" has been advertising. They seem to think that, as he looks after the advertising, they cannot by any chance be interested in it. Is it any wonder that, in such cases, the proprietor does not get the returns from his advertising that he is entitled to expect.

Each member of the staff should study the store advertising carefully. "We will have a big demand for those lines tomorrow," the progressive clerk will say to himself. "I must brush up a bit on them." He then proceeds to study up the various lines, planning arguments and "selling talks." Next day, he is in fine fettle to sell the goods which will be in most demand; and the merry clank of the cash register provides the satisfactory sequel.

Staff co-operation, then, is an important phase of advertising. It is only by securing the complete and willing co-operation of the staff that the best results can be obtained.



HARDWARE EXHIBITION.

An exhibition of hardware, ironmongery, and domestic appliances was open at Olympia, in London, England, for 10 days. The exhibits included some new labor-saving tools and machines. Manufacturers from Sheffield and other towns illustrated the process of manufacture by means of various specimens of goods, among which were spades, forks, picks, chisels, axes, and augers. An educational exhibit represented the work of the Borough Polytechnic Institute, where it is intended shortly to start classes for ironmongers' sons and shop assistants. There was also an exhibition of oil engineering, showing the progress made in the oil industry. In addition to these practical exhibits, a series of papers on the different subjects were read in the Pillar Hall each evening.

Complete Course in Sheet Metal Work

By L. W. KOSER

Fig. 1 shows the detail of the common bar with the glass resting on same and the cleat Fig. 3 fastened into the top member and the cap Fig. 4 set in place.

A slot is punched in the top of the cap at Fig. 4 to allow the cleat to pass through and then the cleat is bent down on each side of the cap fastening same. These cleats are made from 16 oz. sheet copper.

Fig. 2 gives the details of the side-bar. Very often common bars are used as side-bars but do not make as neat or weather-tight a job.

At Fig. 7 we show the pattern developed for the top and bottom of the common bar.

Skylights are usually drawn one-third pitch or about 30 degrees.

First draw the centre line "a" the desired pitch.

To get this pitch draw a horizontal line A-B (Fig. 8) 18 in. long; at B erect a perpendicular line 12 in. high then a line drawn from C to A is one-third pitch.

As this is a good time to make the metal worker acquainted with the meaning of the different expressions used by carpenters and builders when they refer to the pitch of a roof as being $\frac{1}{4}$, 1-3, $\frac{1}{2}$, $\frac{3}{4}$ or full pitch, we will side step a minute from the skylights to explain this.

At Fig. 9 we have drawn a triangle

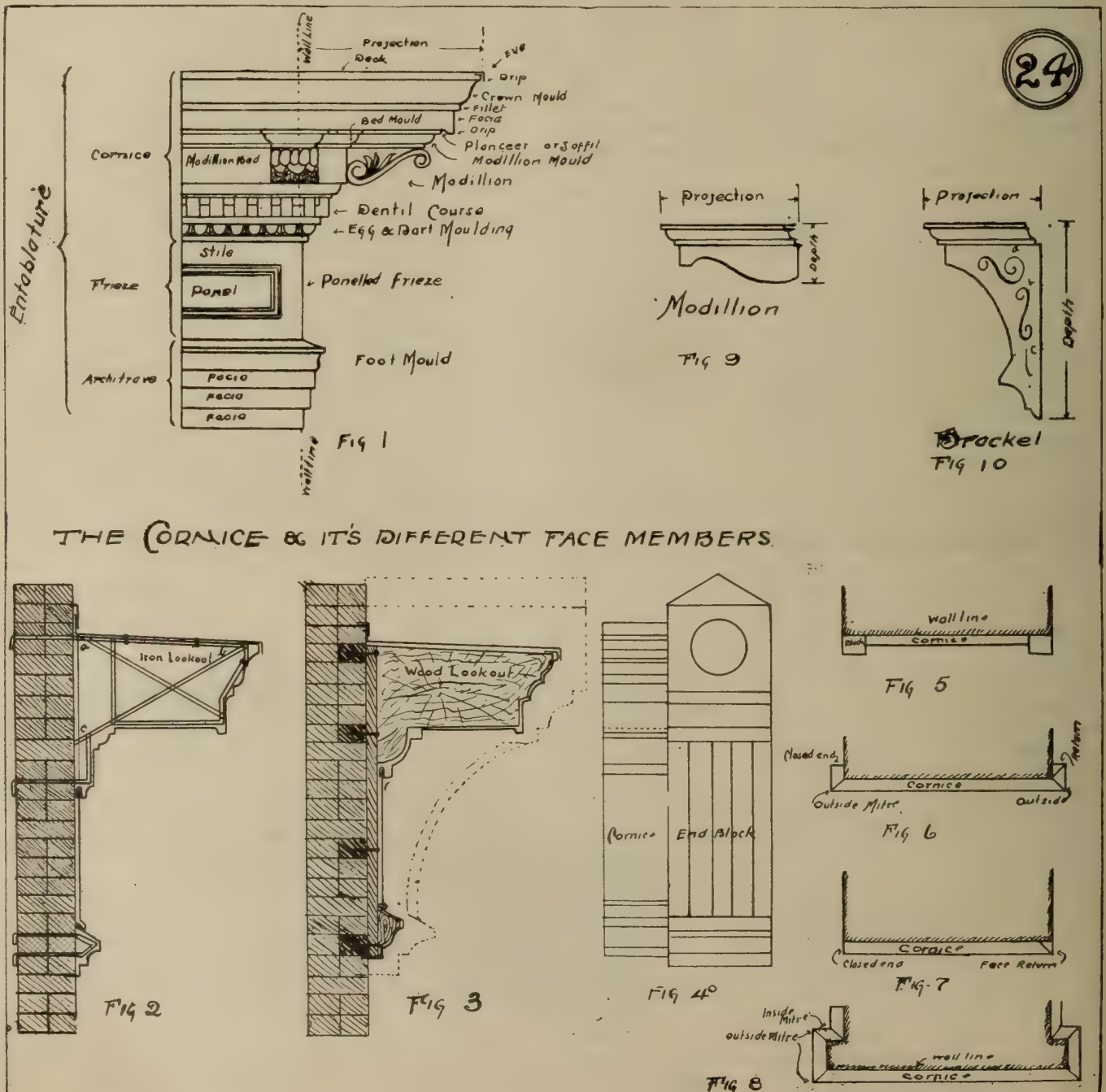
or the distance from X to K is just $\frac{1}{4}$, 1-3, $\frac{1}{2}$ or $\frac{3}{4}$ of 12 ft.

For instance, a building 12 ft. wide with a $\frac{1}{4}$ pitch roof would mean that the "rise" was $\frac{1}{4}$ of 12 or 3 ft., while a 1-3 pitch would mean that it was 1-3 of 12 representing two sides of a roof or a gable end. S and H represents the eaves, and K the ridge.

The distance between S and H represents the width of the building. From X to K represents what is called the "rise."

We will suppose that the width of the building is 12 ft. Now a $\frac{1}{4}$, a 1-3, a $\frac{1}{2}$, a $\frac{3}{4}$ or a full pitch means that the rise

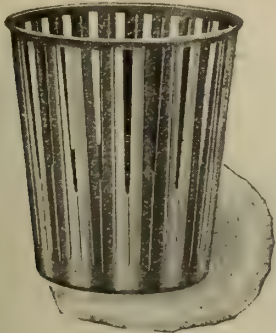
Concluded on page 46.



New Hardware Goods

DAN-DEE WASTE BASKET.

The Erie Art Metal Co., Erie, Pa., have put out a number of specialties, including waste baskets, letter trays, hall trees, umbrella stands and clothes hang-



"Dan-dee" Waste Basket.

ers. The accompanying illustration is of the "Dan-Dee" waste basket.

The bottom is forced in under heavy pressure and is raised one inch from the floor. No solder whatever is used in the construction.

Both the top and bottom edges are turned over a heavy wire, giving it a rounded finish so that it presents a smooth surface at all points and cannot mar furniture or polished floors.

REPEATING SHOT GUN.

The Marlin Firearms Co., New Haven, Conn., has placed upon the market recently a new six shot hammerless repeating shotgun. It is known as Model 28 and is furnished in 12 gauge only, regularly furnished with 30 or 32 inch full choke barrel, but on special order furnished with 26, 28, 30 or 32 inch barrel, full choke, modified choke or cylinder bore, without extra charge.

Its principal features are that it is hammerless—all operating parts contained inside the frame or receiver; solid steel breech—inside as well as outside, so that a defective cartridge could not break the grip of buttstock and hurt the shooter's hand; solid top receiver

es from magazine at end of day's shooting; automatic recoil hang-fire safety device, giving protection against hang-fire (defective) cartridges.

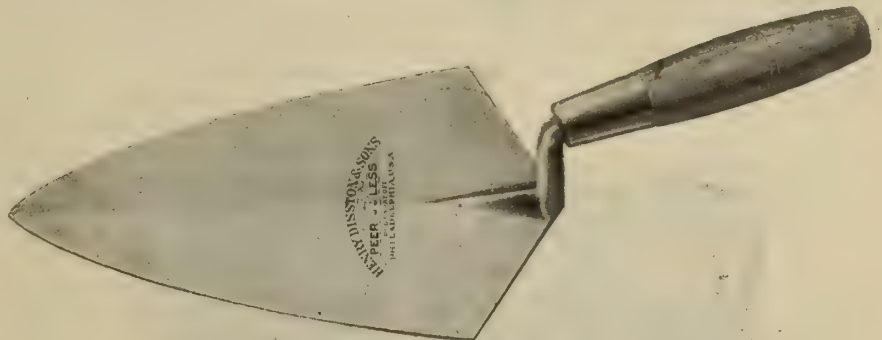
PERFECTION ROASTER.

The McClary Manufacturing Company, London, have on the market a



Perfection Roaster.

"Perfection" Roaster in imperial reinforced with a heavy nickel-plated ferrule. enamel and sheet iron.



Peerless No. 41 Brick Trowel.

Its construction makes the "Perfection" roaster self-basting. The inner tray adds to perfection in roasting and gives an additional advantage; that of handling the roast.

FOX FLOOR SCRAPER.

The Fox Supply Company, manufacturers of floor scrapers are placing on the Canadian market a "FOX Junior."

The manufacturers describe it as fol-



Marlin Hammerless Repeater

Model 28, 12 Gauge, 6 Shots, Matted Barrel

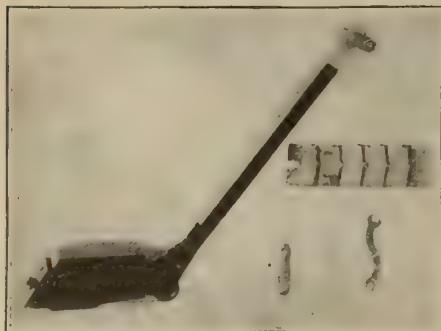
Repeating shotgun.

and side ejection; matted barrel; press button cartridge release—to charge loads quickly or remove loaded cartridge

The "Perfection" is designed to prevent waste in shrinkage of fowl or meats—making food more nutritious.

lows: "The body slides on the floor like a plane, insuring a cut of uniform depth. Works equally well on all kinds of hard-

wood flooring, including Georgia Pine. Will not jump or leave waves. A rubber cushion over the knife prevents chatter-



Fox Floor Scraper.

ing. 6 knives, 1 oilstone, 1 wrench, 1 burnishing steel go with each machine. Size of knives 3 inches by 4 inches. Cutting edge 4 inches. Weight of the machine 70 pounds.

NEW GURNEY RANGE.

A departure has been set by the Gurney Foundry Co., Toronto, in their new "Chancellor Combination," a coal and gas range. It is in reality three ranges in one. As will be seen by the accompanying illustration, the coal and gas ranges are distinct in themselves and can be operated separately. The same is true of the upper gas oven which can be used alone at any time. None of the parts are interchangeable, each section have a complete equipment of its own. A noteworthy feature is that the Chancellor combination does not measure

more than a large sized coal range taken from the hearth and therefore does not require more space.

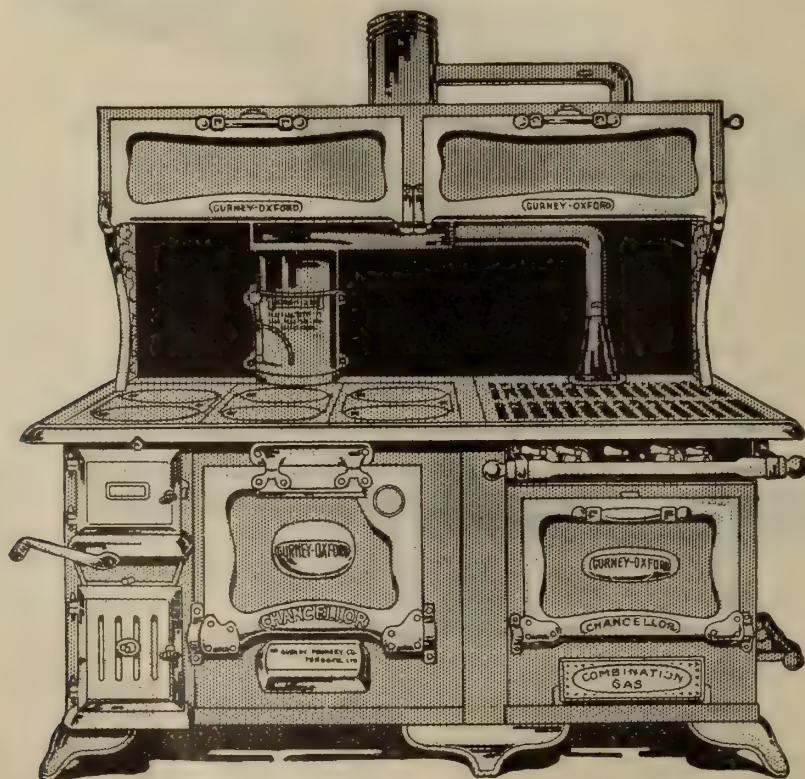
A RECORD CATCH.

Trenton, Ont.—One of the advantages of Trenton is the splendid fishing to be had in this neighborhood. The accompanying illustration shows a catch of fish made by a party of Trenton men, including S. B. McClung, hardware merchant. On September 25, they landed 25 bass, all ranging from 1 to 3½ lbs. a



The record catch of bass made by Trenton party—S. B. McClung, hardwareman, is standing to the right in the picture.

piece. On September 26, they caught 18 more bass.



The Chancellor Combination Range.

COMPLETE COURSE IN SHEET METAL WORK.

(Concluded from page 44.)

or 4 ft. and so on. A full pitch means that the rise is as high as the full width of the building or in this case, 12 ft.

From the foregoing explanation Fig. 8 should be readily understood. The 18 in. represents only half of the width of the gable which would be 36 in. or 3 ft. Consequently, a 1-3 pitch would mean 1 ft. or 12 in. rise in the centre.

Now having drawn line A Fig. 7 we erect at right angles to it, the detail of the common bar and number each bend.

Then extend parallel lines from each point indefinitely each direction.

The line "a" is where the glass rests on and is called the glass line. It is furthermore the line on which all skylight measurements should be taken.

Now draw in the ridge and curb so the glass will rest on the shoulders of each and provide a flange for the bottom member or gutter of the common bar to rest on.

Number each of the points of the common bar where they butt into the ridge and curb. Now draw the stretchout line J K of Fig. 10 and transfer the stretchout of the common bar to same and number each point. Project lines each way from these points.

Now place your angle or T square so that it will run parallel to the line J-K or at right angles to the line "a" and bring it against each point on the ridge and curb where the common bar touches same and cut the line having the corresponding number on the stretchout.

Connect these points and the pattern is developed.

A small skylight can be made out of paste board for practice.

Current News of Hardware Trade

Move to Larger Quarters.

Winnipeg, Man.—Owing to rapid expansion of business, the Moffat Stove Co. have been compelled to secure larger quarters here. They have moved to 137 Bannatyne Ave., east.

Basket Company Reorganized.

Forest, Ont.—The basket manufacturing plant of Wm. Flater & Son, which has been operated the past year has been reorganized as the Forest Basket Co., Limited, with \$40,000 capitalization.

Want Him to Run.

Calgary, Alta.—A number of former residents of the lower provinces waited upon J. T. MacDonald, hardware merchant, at the close of the Canadian Club luncheon yesterday asking that he allow his name to go before the people for mayor.

To Build at Once.

Calgary, Alta.—The Calgary Paint and Glass Company have applied to the building inspector's office for a permit to erect a large warehouse on Tenth avenue west. This firm will commence operations at once upon a \$75,000 building which will be used as a warehouse and shipping rooms.

Opening Banquet.

Winnipeg, Man.—The Canadian Credit Men's Association opened their winter session by a banquet at the Royal Alexandra Hotel, on October 10. J. Bruce Walker, Commissioner of Emigration, delivered a lecture on "Empire Building." A record number attended the banquet.

A Twine Warehouse.

Moose Jaw, Sept. 27.—This city landed its third industry in a week this afternoon when the Morley Twine and Machinery company, Sioux City, Iowa, signed up to come here immediately with a warehouse for 1913 binder twine trade and to build a warehouse on a five acre site for 1914 to employ 100 men and women.

Plant Sold at Auction.

London, Ont.—Geo. Trudell, formerly a member of the Empire Manufacturing Co., and ex-alderman R. C. Eckert have purchased at auction the plant of the Chelseas Green Hardware Co., on the London & Port Stanley line. The price was a little over \$4,000. As soon as new machinery can be installed, the new proprietors will commence the manufacture of various hardware specialties.

Wilson-Elkin.

St. John, N.B.—An interesting nuptial event took place this week when J. Harold Wilson, son of Hon. J. E. Wilson, hardware dealer and manufacturer, of Sydney street, was united in marriage to Miss Mabel Tabor Elkin, daughter of R. C. Elkin, of the Maritime Nail Works. Rev. Dr. Hutchinson, of Main street Baptist church, performed the ceremony at the home of the bride, Douglas avenue.

Goodhue Company Loses President.

Danville, Que.—George Foster Cleveland, president of J. L. Goodhue Co., belting manufacturers, passed away here Tuesday morning. Mr. Cleveland had been sick only a few days and not until near the end was it realized that his condition was critical. For forty years he had been connected with the Goodhue Co., in that time coming in touch with many hardware men. Mr. Cleveland was sixty-one years of age.

Company Expands.

The Smith Hardware Co., of Montreal, have just bought out the Quality Tool Co., manufacturers of cheap common augur bits and the Irwin pattern bits.

The North American Lock and Tool Co., owned and operated by the Smith Hardware Co., have recently made extensive improvements in their plant, better fitting this for the manufacture of builders' hardware, such as coat and hat hooks, sash locks, sash lifts, cupboard turns and cupboard catches.

Building New Store.

Youngstown, Alta.—W. C. Auld is opening a hardware store.

Saltearts, Sask.—I. G. Crossley has commenced work on the erection of a new hardware and furniture store.

New Retail Firms.

Edmonton, Alta.—A hardware store is being opened by Price & Shearer.

Wallaceburg, Ont.—Arthur Mantague has opened a plumbing and gasfitting shop in this town.

Store Improvements.

Welwyn, Sask.—L. A. Leavens is covering his building with metal siding.

Bellevue, B.C.—Stephen Humble, hardware dealer, is building a new warehouse.

Business Changes.

Wadena, Sask.—H. A. McKenzie has sold his hardware store to a Minneapolis hardware concern.

Innisfail, Alta.—It is reported that the hardware business of Snyder and Nelson has been sold.

Eburne, B.C.—Gordon & Son have opened a branch of their hardware business at Kerrisdale.

Calgary, Alta.—The Aylward Williams Hardware Co., are applying for a change of firm name to Aylward-Varcoe Co.

Guelph, Ont.—The hardware store of the Guelph Hardware Co. has been sold to Beals & Son, of Oshawa. They will take stock at once.

Vegreville, Alta.—Gurney and St. German have bought out the hardware business of L. Gulley & Co. M. St. German was formerly a traveler with the Marshall-Wells Co., of Edmonton. Mr. Gurney is a specialty man with the Marshall-Wells Co. and still retains his position with that firm.

Edmonton, Alta.—The tinshop, plumbing and heating business of Ross Bros., has been bought out by Jas. Reed and Jas. Forsyth. Jas. Ross retains his interest and the business will be continued under the firm name of Ross Bros. Both Mr. Reed and Mr. Forsyth have been employees of Ross Bros. for many years.

Personal Notes.

C. S. Cameron, Comptroller of the Dominion Steel Corporation was in Montreal during the week.

Neepawa, Sask.—James Dalton, with W. E. N. King, hardware dealer, has recently been promoted to the position of head clerk.

Bert Brainerd, of the Dominion Cart-ridge Co., Montreal, has left for Europe on a business trip. Mr. Brainerd will be away about five weeks.

Paul Kind, of J. A. Henckles & Co., cutlery manufacturers, Germany, is at present in Canada on business, and will visit all the principal cities.

Montreal.—The sympathy of the trade is being extended to H. Sylvester, of the Popular Hardware Store, who recently suffered the loss of his wife.

W. S. Leslie of A. C. Leslie & Co., Montreal, is on his way to England. While there he will visit the works of John Lysaght, Limited, for which his firm is Canadian representative.

Mud Grip for Trucks.

Windsor, Ont.—Zenas B. Chase has patented an emergency mud grip to be used on motor trucks, and will manufacture his invention here.

Weekly Market Report --- Metals

METAL NOTES.

Demand continues heavy but stocks are more satisfactory than for some time past.

Bar iron has advanced and it is probable that the future will see much higher quotations. There is a scarcity of bar iron.

Antimony has advanced as a result of the trouble in the Balkans.

MONTREAL.

Montreal, Oct. 10.—The week has seen several price changes locally, though none of these are of great importance. Some, however, serve to show the course of events. On the primary market a quieter tone has been generally noted. There are various causes given for this. The outbreak of war undoubtedly is having some effect, though it is not thought that this will influence prices for any great length of time. Copper has been effected by the statistics issued on Tuesday, but the impression seems to be that the market will not sink lower, but rather will recover what it has lost. As far as tin is concerned, the present decline seems only temporary. High tin may be expected.

Some Local Advances.

The changes locally are in bar iron and sheet zinc. This last product has not been generally raised, but it is only a question of a day or two until a 15c rise per cwt. will be struck.

Solder, too, has been advanced 1½c a pound.

Tin.—It is always hard to tell what this market will do under any circumstances. The war was an unusual influence, and it was not known how this would effect the metal. Of late it appears to have had a depressing influence, but close students say that the decline has been nothing but a healthy reaction, and that high tin is still the order of the day.

Iron.—The advance struck in bar iron is but a step. The impression is that this metal will go considerably higher than \$2.10. Some say that \$2.50 will be reached.

There seems no real reason for the decline which has come on the primary market. This is slight, of course, but it was expected that the movement would be in the other direction. There is a likelihood that the upward movement will come, too. Iron is still scarce and there seems no sound reason for a lengthy decline.

Lead.—Here also is noted a drop on the primary market, though this has

not been great. Nor is there any reason to believe that the downward movement will be continued. Lead is in a strong position. The demand is heavy, and the supply far from large. None of the unsteady influences which affected lead a year or more ago are in existence now. It would seem that prices will remain about the present level for a time.

There is no use denying expectations have been upset here. This may be attributed to a number of influences—among other to the war clouds. The September statistics, issued on Tuesday, have also had a bearish influence. These show that production kept well up to the high figures of August, whereas consumption declined. Indeed, there was in the month an increase of surplus stocks amounting to 16,364,213 lbs., as compared with a decrease of 3,579,047 in July.

Stocks are Available.

However, the stock is now none too large. The decrease in consumption, moreover, is regarded as only a passing phase. The impression seems to be that copper will yet rise over the £80 level.

Business here is heavy. There is a great call for metals, and fortunately the stocks are available to fill the orders.

TORONTO.

Toronto, Oct. 10.—“In one way supplies are better than they were,” said one metal man this week, “and in another way they are not. There were some accumulations in anticipation of the heavy fall trade but these are now being worn down.” However, the situation now shows an improvement over what has been experienced at some times during the year. At times first in one metal and then in another, the condition of supplies was acute. Distributors made an effort to get some stocks ahead in preparation for the fall demand but certain of these lines are now reaching a low level again.

Demand is brisk, for fall brings with it a general healthy call for metals. Ordering is being done freely by buyers. Plates and sheets are again in small supply locally. Antimony is higher on this market while tin cannot be purchased as low as a short time ago. Iron is conceded to have not reached the top as yet. “The iron and steel capacity will be severely taxed for some time to come. I believe we have had an era of very low prices as compared with what will rule.”

Tin.—Tin cannot be purchased locally at as low a price as a few weeks ago. Competition, it is said, has kept prices

below those on other markets but at last metal men have found it necessary to put prices up to \$53.00. It is still in a steady position. This line is well under control of English operators and it is felt that they will not allow any shrinkage in values. Demand is good.

Antimony—Antimony has taken a big jump up on the local market. After having ruled around \$8.25, one firm is to-day quoting as high as \$10.00. This is one of the metals which is always seriously affected by the outbreak of war, and the present Balkan trouble has naturally had its effect.

Iron.—From present indications iron has not as yet reached the top. This is at least the general opinion. Equally as bad as the high price is the shortage of the metal and the scarcity of its products. A local dealer who wrote to a manufacturer of plates received the answer that they could not accept their order as they were already far behind with orders. “We might possibly be able to do something for you by the first of the year,” they wrote.

Plates and Sheets.—Jobbers did get some stocks ahead early in the season but under the big fall rush, supplies have again become sadly depleted. Stocks in both galvanized sheets and Canada plates are exceedingly low. All bright Canada plates have been further advanced to \$4.50. There is general firmness.

Fall is always a particularly busy season in these lines and this year has fully lived up to the general rule.

Lead.—The demand continues as brisk as ever. Local situation is regarded as steady. True, there has been some easiness on primary market but this is regarded merely as a temporary flurry.

WINNIPEG.

Winnipeg, Oct. 7.—Lead prices are still very strong and white lead and lead pipe are likely to further advance. Galvanized iron is also very firm, and all indications point to its being dearer.

With reference to the rapid expansion of western business it is noteworthy that the great Vulcan ironworks in Winnipeg are to have their capacity doubled, a quarter of a million dollars to be expended on the plant. This concern started as a blacksmith and machine shop some thirty years ago and now has a plant covering several acres on a site worth many millions of dollars.

There is still a very live demand for structural steel, steel rods for reinforced concrete and cement.

In sheet metal lines this is always an extremely busy season and this year is easily the busiest on record.

Weekly Market Report --- Hardware

PRICES ADVANCING.

The past week has seen many changes in the prices of hardware lines. Bar iron has advanced and will go even higher. Stocks are low and it is apparent that difficulty will be experienced in meeting the demand.

There have been advances in hay wire, wire cloth and poultry netting.

MONTREAL.

Montreal, Oct. 10.—Dry, rather warm weather, was needed for the ripening of the late crops, so no objection can be taken to the change which has lately come. Nevertheless the Indian summer days have not helped the hardware trade. Especially has there been a falling off in the city orders. Yet business is remarkably good—perhaps hardly as good as a week ago, but the set-back has been slight, moreover, it will not last long.

Again there have come a number of price changes—the majority, though not all, being in an upward direction. The causes, of course, are as usual—the general advance in metals. The one reduction, which has been made, is generally credited as the result of United States competition.

Predict \$2.50 Bar Iron.

The trend of one line especially is worthy of note. This is bar iron. The present advance of 5c. is not of great importance. More momentous is the fact that bar iron is exceedingly hard to get. Generally it is held that further advances are coming. "I would not be a bit surprised," said one man, in close touch with the market, "if bar iron reached \$2.50 a cwt. Some people would be almost ready to pay that now to get quick delivery of their orders."

Heavy Hardware.—As predicted last week bar iron has been raised in price, the new quotation being \$2.10. Brass escutcheon pins too, have been put upon a higher level, the discount now being quoted at 50 per cent. instead of 55 per cent. Both these advances, of course, have been due to the higher level recently struck for copper and iron.

The future of bar iron is not much of a secret. It is practically sure to go still higher, and those whose supply is at all low would do well to order. At best they will have to wait for deliveries, but by ordering now they will stand to get these deliveries as early as possible, and will get them at the present prices.

Wire Goods.—Here there have been several changes. The quotations on wire cloth for next season are being made, these being at \$1.50 per hundred square feet in place of the \$1.60 quoted last year.

Hay wire has been changed in the other direction; No. 13 now being quoted at \$2.35; No. 14 at \$2.40, and No. 15 at \$2.50.

Poultry netting is now quoted at 60 per cent. off the list price, instead of 60 and 2½ per cent., the discount recently given.

Seasonable Lines.—The demand for silverware is growing. It is natural that this should be so, for Christmas is coming and not so very slowly. Weather strip is moving well, and there is a good demand for andirons, coal scuttles, tongs, and all the paraphernalia needed for grate fire.

Builders' Hardware.—The demand for this line continues heavy, still there is talk of a possible advance, but that this will come immediately now seems extremely unlikely.

Exit Baseball Enter Rugby.

Sporting Goods.—The call is growing for certain lines. Though the air is full of world's series baseball, there is but little buying of baseball goods. Rugby supplies, on the other hand, are moving well. For winter supplies the retail demand has not yet started, but dealers are ordering. Another month and the general buying will start.

TORONTO.

Toronto, Oct. 10.—A good volume of business is generally reported by local hardware jobbers and fall trade is conceded to have got off to a good start. The weather has been cool in the sense that it has caused furnaces and heaters to be lighted and this naturally brings a call on retailers for certain lines and the sooner retailers' supplies are drained, the sooner jobbers will find a sorting demand for such articles.

Builders' hardware is moving out steadily and there is considerable trade in lumbermen's supplies. Some firms are now shipping out "snow goods" orders for which were taken in the spring.

Rumors are heard of impending advances mostly the result of high metals. Bar iron is higher and still firm. Nuts and bolts need attention.

Seasonable Goods.—Those hardware lines peculiar to fall and winter are now in steady demand. Retailers apparently realize the advantage of getting started to show these lines early. Real cold weather will have to set in to get this

trade in full swing from the retailer's point of view, however. Some jobbers are beginning to send out the so-called "snow goods."

Lumbering Supplies.—Those dealers in lumbering districts are preparing for a trade that will soon be felt. The sound of the woodsman's axe will soon be heard in the forest but before that time the dealer will find a call for lumbering tools. Axes, handles, cross cut saws, chains and similar lines should be featured.

Builders' Hardware.—With building permits having reached such large proportions this year, nothing but a brisk demand for builders' hardware could be looked for. Locks, knobs, window fasteners, weather strip and a big variety of finishing goods are in demand.

Heavy Hardware.—It is here that some price movements seem likely and they will be in an upward direction. High metals and particularly iron can be held responsible. Bar iron is slightly firmer and it seems as if it was booked to continue the movement. Bolts and nuts may be advanced. There is nothing definite but the fact that dealers are being advised to stock up would indicate this.

Sporting Goods.—The hunting season is here and the dealer should take full advantage of the possibilities for extra trade presented. He should not only feature guns and ammunition but everything the hunter will need as for instance, gloves, cups, stoves, boots, knives, etc.

WINNIPEG.

Winnipeg, Oct. 7.—Last week was fine and dry, eminently suitable for threshing and delivery of grain. Rain on Saturday evening will however delay operations for a couple of days, and every day is precious. The business situation, however, has been marked by a return of confidence and the uneasiness in evidence during the latter part of September has entirely disappeared.

Much building is still in progress throughout the West. Winnipeg permits are now well on the road to \$19,000,000. Bank clearings are rising rapidly and for the past week exceeded \$30,000,000. Collections however are somewhat below expectations due to slow progress made at the start in threshing.

There are a good many changes in prices to be noted. Poultry netting and Manila rope have advanced and there are changes in the discounts on harvest tools and spades and shovels have been revised.

Stoves, Furnaces and Accessories

Criticisms of Some Stove Advertisements

The Importance of Introducing Price Quotations — Force is Lent to the Arguments by That Means—Headings Should Always Suggest a Thought—The Elimination of Unnecessary rules.

Every hardwareman is now wrestling with the problem of preparing good stove advertising. The fall trade has begun in real earnest and competition is keen. All over the country, dealers are vying with one another in appealing to the public on the merit of their stoves.

The accompanying illustration shows three advertisements of recent date. They are all the work of western hardwaremen. Western dealers, by the way, are keen advertisers when it comes to stoves. There are so many new families arriving in that part of the country that advertising becomes a very essential part of the retail business.

Consider first the ad. of S. Schwanz, of Rocanville, Sask. It appeared in two-column width, running the full length of the paper. This advertisement has faults—all ads. do, of course—but it would prove effective. It presents many good arguments and, although some of them are not developed fully, the prospective stove purchaser would find plenty of food for thought. The opening statement—"Threshing time is here and the prospects for a heavy yield are fine"—is rather too detached to connect itself readily with the rest of the copy. It would have been better to have developed the argument somewhat as follows: "Threshing Time is here and the prospects for a heavy yield are fine. There will be plenty of money in circulation and you will be able to provide solid comfort for your home this winter." This would establish a direct connection with the talk on stoves which follows.

The body of the advertisement contains many good arguments but there is one essential feature lacking. No prices are quoted. The writer firmly believes that the average person is more likely to give thought to a proposition when prices are stated.

The ad. is made up in two sections, the top being devoted to ranges and the lower to base burners. The general appearance would have been improved if a heading had been put above the copy relating to base burners. Something to this effect, "Time to get that heater," would serve effectively to introduce the arguments following.

From the typographical standpoint, this ad. has a number of faults. The

printer has used several different series of type, has allowed slugs to creep up, has been prodigal with heavy cut-off lines where none were needed and has enclosed the whole in a border which does not serve as well as a plain rule would have done. The result is that the ad. presents a rather disjointed appearance. It does not look by any means as well as the quality of the arguments deserves.

A Good Lay Out.

Turning to the advertisement of Ashdown's, Winnipeg, one is struck at once by the attractiveness of the lay-out. This ad. is well designed and has been neatly made up. However, a few improvements suggest themselves. In the opinion of the writer the lay-out could have been bettered by eliminating the panel with the firm name at the top and running the heading across the top. This would have left the whole of the space to the right of the cut for the development of a line of argument. There are many good selling points which have not been

touched upon in the ad. on account of the lack of space.

The signature at the bottom loses force from the heavy double lines above it. It is practically cut off from the rest of the advertisement. A small dash would have served the purpose.

The heading does not impress one as strong. It could be improved upon by introducing either an imperative or de-

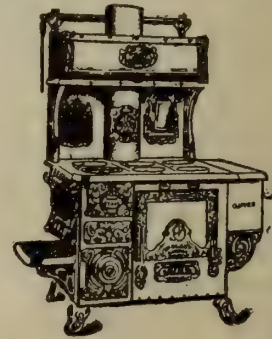
Threshing Time is Here

And the Prospects for a heavy yield are fine.

If you are in need of a larger Cook Stove or Range, call and see the

SASK-ALTA

either in our store or our new show rooms in the old Cameron store.



It is the latest improved in the Range World. Prices are very moderate considering the Quality.

Cold weather is fast approaching and already many are putting up heating stoves just to take off the morning and evening chill.

This is the time to prepare for forty below zero weather. The sooner you call the better we can serve you from our large stock of

Base - Burners and smaller heaters

Call and talk the heating proposition over with us. We have changed the plans of many to their entire satisfaction. We may be able to help you. Consultation free.



Our famous Base-Burners have become famous through the satisfaction they have given the users. Awaiting the privilege of demonstrating its superior qualities, from

"The Man You Know"

S. - SCHWANZ.

Are You Thinking?

Of buying a new Range or Heating Stove? If you are, don't buy one till you see our stock. We are sure we can give you the best value for your money. We have a large stock well assorted, and made by the best makers in Canada. You can buy a stove for less money, but you cannot find a better one for any money. Everything in Granite and Tinware. Tinsmithing and Furnace work promptly done.

PHILLIPS BROS., MORRIS, MAN.

ASHDOWN'S

For

Stewart's Heating Stoves



The most up-to-date line of Heating Stoves ever placed on the market, having many points of merit. Nicely designed. Beautifully finished. Perfect in construction, and a guarantee of satisfaction with every one.

Bonny Oak—Nos. 11, 13, 15, 17, 19				
	\$4.28	\$7.00	\$8.80	\$11.80
Stewart Hot Blast—Nos. 70, 71, 72, 73				
	\$11.80	\$12.80	\$16.00	\$24.00
Cole's Hot Blast—Nos. 13, 15, 18, 206, 246				
	\$22.00	\$15.00	\$18.00	\$28.00
Cole's Self-Feeder—No. 184				
	\$25.00			
Round Oak—Nos. 12, 14, 16, 20				
	\$17.80	\$18.00	\$23.00	\$30.00
The Comfort of the Home—Our Prize Base Burner, in two sizes. No. 24—\$33.00. No. 25—\$38.00.				
Round Oak Base Burners, in two sizes—No. 41—\$37.00. No. 51—\$40.00.				

ASHDOWN'S

Watch the Windows

monstrative style of heading. Thus: "You will need a ——— heater;" or "This is the best heating stove."

The strange feature of this advertisement is the complete list of prices given. The prices range from the cheapest to the best grades and the ad. possesses an appeal for people in all stations of life.

A Weak Heading.

Phillips Bros., of Morris, Man., have introduced some telling arguments, but the heading is weak. The query "Are you thinking?" is not likely to arouse interest in the mind of the reader. It does not connect the thought directly with any article or any line. If the interrogative style is desired, it would be better to say—"Going to buy a range?" As it stands, the matter in small type has to be read before it is learned what the ad. is about; and that reduces the number whose interest will be aroused.

Are You Going Into Contest?

Are you going to enter that stove window display in Hardware and Metal's contest?

In order to stimulate interest in the question of stove displays, Hardware and Metal has inaugurated a contest which should appeal to all window trimmers. Photographs of stove window displays will be received at this office and for the one adjudged the best a prize of \$10 will be awarded.

In addition to that, the sum of \$1.50 will be paid to all contestants who fail to secure the prize, but whose display is deemed worthy of reproduction.

This is a larger cash prize than it has been customary to offer for window display contests in the past. The amount has been raised in an effort to stimulate interest in stove displays. We are anticipating that many window trimmers will enter the contest and that the season now starting will see an aroused interest among hardwaremen in this very important phase of stove salesmanship.

Terms of Contest.

The contest will close on Saturday, October 26.

Contestants must send in a brief description with photograph, outlining details of construction and telling what results were achieved. It is important that the description should be made lucid and complete.

Address to "The Editor, Hardware and Metal, 143-149 University Avenue, Toronto," and mark on envelope "For Stove Window Contest."

Getting the Trade in Heating Supplies

This Is the Season When Stove Pipe, Lifters, Pokers, Wire and Such Lines Are in Particular Demand—Some Dealers Have a Service Department for Setting Up Stoves.

This is the season of the year when there is a particularly large demand for heating accessories. New stoves are being bought and set up, old ones are being moved in from the summer kitchen and pressed into service again. This means that stove pipe, elbows, stove pipe enamel, aluminum paint and wire will be needed in practically every household.

Setting up the stove in the fall is a task that the head of the house always undertakes personally. Humorists have found a fertile field in the efforts of Pater Familias to run a line of stove pipe from the stove to the chimney hole. And yet it is no subject for jesting. Stove pipes have an uncanny habit of refusing to join up and go where they belong. When an amateur tries his hand at them, he soon finds this out. He gets one end pounded in after much labor and the other bobs out. Lengths are always too long or too short for the space into which they are supposed to fit; and to the unpracticed hand, cutting them up is no mean task. Finally, after much puffing and hammering, the pipes are placed in shape and wired from the ceiling. The result in most cases is not exactly pretty to look at. The line of pipe looks wobbly and in places it sags. Still, if it doesn't smoke, the family can consider themselves lucky.

Some dealers have taken advantage of the opportunity thus afforded to run what might be termed a stove erection department. They keep a man or two to do work of this kind and in the proper seasons they do not find any difficulty in securing plenty of work to keep them busy. By advertising or by circular, they acquaint the people in the locality of their willingness to lift this burden off their shoulders. And the response is always prompt and general. Men are more or less always ready to slight the tasks which past experience has taught them to be both unpleasant and difficult.

The Sales End.

However, the sales made in the store of the supplies mentioned above are of more importance. It is obvious that in the fall every householder will be needing something along this line. Stove pipes have the habit of becoming damaged or lost during the seasons of inactivity when they are shoved into a loft or a corner of the cellar. A few new lengths are almost invariably found necessary when the stove is set up in the fall. And the pipes which don't vanish are always found pretty thoroughly

rusted. They have to be cleaned up and polished before they can be used and this entails another call at the hardware store. The wire problem is a knotty one—literally, quite literally, speaking. The wire which served last winter, if it has not vanished entirely, has worked itself into a tangle which defies the fingers and overexerts the patience. Another trip to the hardware store.

Radiators also need repainting every now and then and in the fall aluminum paint is very much in demand.

It would pay the hardwareman to keep the public reminded that he carries these things. A window display would not be a bad idea. It might be difficult to evolve anything artistic out of a display of stove pipes, lifters, coal hods and wire. But it would be practical; and arranging the heating system for the winter is an extremely practical affair.



TO VOTE ON EARLY CLOSING.

St. John, N.B.—The matter of early closing is again a subject of discussion about this city, among the various dealers. There are a few stores conducted by hardware merchants upon which it would have considerable effect, particularly at this time of year when there is such a rush of trade. Of course those dealers who conduct large stores in the business sections of the city would not feel the effect of the closing by-law should it come into force, but there are a few who would and they are naturally in objection to it. One of them said yesterday that a considerable share of his business was done between the hours of 6 and 8, and even as late as 9 o'clock, but with compulsory closing at 7 o'clock he was afraid that his business would fall off, and the larger stores would reap the benefit. The matter is considered of sufficient importance to warrant an election being held in connection with it next week.



WARM AIR HEATING DEVICES.

The James Smart Manufacturing Co., Brockville, have issued a folder on warm air heating. An interesting feature is a statement of reasons why warm air heating is better than either steam or hot water. The sanitary advantages are strongly urged. The folder contains a complete demonstration of the construction and operation of the various furnaces manufactured by the company.

Weekly Market Reports--Stoves

MILD WEATHER HELPS.

The comparatively mild weather has helped the stove manufacturers to no small degree. The demand for stove shipments has not been as heavy as it otherwise would have been and the temporary delay has resulted in relieving congestion.

It is possible that the near future will see advances in some lines.

MONTREAL.

Montreal, Oct. 10.—The mild weather which came this week is having some effect, and this is naturally in the wrong direction. People are not inclined to think of stoves when the mercury is near the summer mark. But this relates principally to retailing. It does not have much to do with the needs of retailers. Yet the fact remains that many retailers fail to place orders until they themselves are made to feel the need through receiving orders. These tardy ones will likely be left behind this year, for already it is evident that manufacturers will not be able to fill promptly all the orders which crowd in upon them.

No Further Changes.

No price changes of consequence have been noted this week. Bar iron has advanced again, and there seems a likelihood that Canada Plates will go higher, but these changes have not yet come.

Seasonable Goods.—The largest retail demand is noted here. Such goods as coal scuttles, coal shovels, hods, andirons and ash cans are in great demand. The time when grates are used is at hand, and these bring a regular call for such goods as andirons and coal scuttles, while many furnaces have been lighted for a time, and coal shovels, and ash cans are needed.

A Possible Advance.

Stove pipe and elbows are scarce. The demand has been exceedingly large and stocks are reduced. An advance in price is spoken of as quite possible.

Ranges and Heaters. — Though the weather has brought somewhat of a setback a good number of ranges have yet been sold. Many ordered earlier are being shipped, indeed filling these back orders is keeping manufacturers so busy that those sending in their requisitions now are likely to be kept waiting.

From the lower provinces comes a good call for heaters. Many of these are being shipped out.

Radiators. — Last year there was a

scarcity here. Building this season has been as extensive as it was in 1911, and it appears a scarcity will again be noted. Certainly stocks are already getting low.

Oil Heaters Wanted.

Gas and Oil Heaters.—For gas stoves the call is all from the city; but owing to the large number of new buildings, the call is large. This line is coming more and more to be an all around seller.

Oil heaters are being ordered from all parts of the country. Perhaps this is the best season for selling this line. There are cold rooms in many houses, and a coal oil stove will mean comfort in these.

TORONTO.

Toronto, Oct. 10.—The fall rush of a record year is getting under way. Already manufacturers are rushed to full capacity. Shipments of fall and winter requirements are being sent out to retailers. So far all has been fairly satisfactory in the matter of getting orders out as required but the mild weather can be thanked for that. With real cold weather it would be a different story. Retailers would then be clamoring for their orders. "It is difficult to get retailers to take their goods early. They will put in their orders alright but are always tardy in specifying delivery," said one stove man.

It seems evident that the present season will have to be accorded the honor of attaining the record in regard to stove trade. Present indications point to that. In spite of increased capacity of most of the stove manufacturers as well as increased efforts to turn out as many stoves as possible we find them practically in the same position as in other years. With all their efforts, reserve stocks are little or no larger than a year ago. This all means that the stove trade in Canada this year is going to reach proportions that it has never reached before. While the West has to be thanked for much of this, the East is also doing no little part in the general advance.

It is said that a lengthy and open fall is necessary to avoid a shortage in furnaces.

Ranges.—It is well to be prepared well in advance. It is feared that stove dealers are going to have this impressed upon them this year. It will be to the joy of some but to the sorrow of others. Thanks to the comparatively mild weather experienced so far, there has been no urgent call for ranges and manufacturers have had little complaint, al-

though some retailers are now pressing for delivery. If real cold weather sets in there will, however, at once be an urgent demand and it seems likely that those dealers who got their supplies in early will be glad they did so.

Shipments to the West are on a large scale, their best efforts being put forth by manufacturers to get supplies sent out before the close of navigation.

Furnaces.—Much depends on the weather man as to whether the fall demand for furnaces will be supplied without any difficulty being experienced in filling orders. At the present time there is a brisk demand and there are those who somewhat fear that there may be a shortage yet. If we have an open fall a longer period will thus be given for installation and difficulties may be avoided.

Radiators are also in good demand.

Heaters.—The demand for heaters has already taken on a healthy stride but the real rush is hardly under way. Manufacturers expect this year's sales to compare favorably with last season.

Heating Accessories.—There has been a big rush on stove pipes and elbows and jobbers and manufacturers have found it difficult to keep pace with orders. On some occasions for a day or so at a time some jobbers have been without any stock at all. Stoves are now being put in place in myriad of homes and thus the big demand for pipes, elbows and other heating supplies.

WINNIPEG.

Winnipeg, Oct. 7.—Stoves, heaters and stove repairs and stove pipe are now moving freely throughout the West. It will take a touch of real wintry weather however to bring business in with a rush.

Fuel prices are much higher than last year and there is no doubt but what this is affecting business in stoves. Even in country districts where wood was plentiful a few years ago it is rapidly becoming scarce. The prospective buyer now always enquires as to the economy in fuel side of his intended purchase. There is perhaps less in the consumption end though than many buyers realize. The rate at which fuel will burn can be regulated to a nicety in any modern stove. The real points to study are the way to economize heat by installing the stove and piping to the best advantage to get a maximum of radiation. The stove dealer in the West who can give expert advice on the installation side will no doubt get the right kind of popularity with customers.

Methods of Retailing Paints and Varnishes

Little chance that Paint will Fall in Price

Oil, It Is True, Is Lower, but High Lead and Zinc More Than Offset This—Reasons Why It Is Expected White Lead Will Remain High.

Since linseed oil began to drop a good many retailers have been wondering whether paint will drop in proportion. Their reasons for expecting a decline are too slim. Oil certainly is a factor in the price of paint, but it is only one factor. Oil can be secured cheaper now than for some little time back, and there is a possibility that it will drop still further in price; but lead and zinc, other requirements of paint making, are high, and there really seems no reason to expect that these products will fall. What then will be the future of paint? It is a question which has not yet been decided, though it has been carefully considered. However, even in face of the present cheaper oil, an upward movement would be perhaps easier to understand than one in the other direction. Yet there may not be a change in either direction, indeed this seems the most likely of all the possibilities.

The Various Factors.

At the present writing linseed oil is being quoted at 75 for raw and 78 for boiled in Montreal. This is the second reduction in a fortnight, making a drop of 5 cents. Reports from the West, both in Canada and the United States, indicate that the flax crop will be in excess of last year. The natural inference, therefore, is that linseed will drop a little more.

Turpentine, too, is lower, being now quoted at 60 cents in Montreal. But turpentine is not a very important factor in the price of paint.

That can not be said of lead. It gives body and value. It is largely used in all the better grades of paint, and anything which affects the price of lead, must necessarily affect the price of paint. What then is the present price of lead, and what will the price be a few months hence? These questions must be satisfactorily answered before a decision as to paint prices can be formed.

Lead at the present time is exceedingly high, white lead, indeed, being quoted at \$8.25, the highest price reached in years.

But, it may be said, pig lead is lower now, and white lead will fall. Well it

might, but all the chances are that it won't. There is no use deceiving one's self. White lead advanced rapidly a month or more ago, but it did not make stride for stride with the advances in the pig. This was not absolutely necessary, for the corrodors had some old lead which enabled them to keep the prices down a little. However, that old lead is pretty well all used up. New lead is now being employed, and this is costly, even though it has fallen off over a pound.

Unless pig lead sags sadly there is but little chance of white lead dropping in price. And that pig lead will drop for any length of time no students of the market believe. There are causes for the opinion that lead will continue high.

To begin with, the demand for lead is greater than for many years. Then the supply has been reduced. The trouble in Mexico has cut off a large source of supply, and the Australian stock too has been reduced.

Nor is this all. The syndicate which is now controlling the market is much stronger than that clique which former-

ly tried to make lead do its bidding. This old syndicate was at war with the National crowd, who would flood the market with their lead when the controlling syndicate was trying to boom prices. Thus there was little stability. The body in opposition had a large quantity of Mexican lead in bond in New York. This they would bring out as they pleased, and by its aid would force prices down and hurt their enemies.

No More War.

No more are there two strong factions. They have united to hold prices up. There is no more any reserve of bonded lead in New York. It has been used up. There is little Mexican lead anywhere now, and it does not seem there will be. In short, lead is strong. True it has fallen from £23 to some £21 10s., but £21 lead is high lead, and indications are that it will remain at some such figure. A fall in white lead is hardly likely for some little time.

Zinc, too, is high, and seems not to be weakening materially. In short, oil and turpentine have declined while zinc and lead have advanced. There may be a little lower price still struck for oil, but not sufficient to counterbalance the high figure for lead. That paint will be put upon a lower level therefore is exceedingly far from likely. It would seem that present prices are practically certain to be maintained.

Do You Make Your Paint Department Pay?

Methods of Figuring the Selling Price to Avoid Losses When the Wholesale Price is Either Advanced or Decreased—Allowance Should be Made in Fixing the Price for Changes in Cost.

Are you making money in your paint department?

That is the most pertinent question the hardwareman has to face in regard to paint. He is, of course, interested in the amount of paint that he sells and the new customers he makes but his interest is chiefly centred in the all-absorbing topic of profits.

It is sometimes a hard subject to settle to one's satisfaction. A man may be selling a great amount of paint on the counter and yet may be barely scraping through even. Cases are known where dealers sold large quantities and lost money on the year.

The trouble in such cases lies in the system of price-marking. A dealer may

not actually cut his price and yet he may sustain a loss. Some hardwaremen have been known to allow a certain percentage for the cost of doing business as well as a percentage for profit; and still come out behind.

They have marked their price on the assumption that the wholesale price of the goods will remain constant. When the wholesale price goes either up or down, it is going to affect the profit of the retailer, very often adversely.

If the prices of goods remained constant week in and week out, it would not be a difficult matter to fix the selling prices. By reckoning in the cost of doing business and a percentage of profit and by sticking rigidly to the figure thus

reached, the dealer would know just exactly what profit he was making. But cost prices do not remain stationary.

When Prices Advance.

For sake of illustration, suppose that a hardwareman has been paying \$1.80 per gallon for his paint. He reckons his selling price so that 15 per cent. is allowed for cost of doing business and 5 per cent. for profit. The price is advanced to \$1.85. When the advance comes, the dealer has quite a little stock on hand and its dollars to doughnuts that he leaves his selling price at the old figure. Finally, he has to renew his stock at the new figure, but it is very doubtful if he will be wise enough to raise his selling price even then. "What excuse can I give my customers?" he asks himself. "The advance in the cost price was made weeks ago. I can hardly give that as a reason." Cowardice wins the day and he leaves the price alone, thus reducing his profit to next to nothing.

Again, suppose that a distinct upward trend develops in paint and several rapid price advances are made. Only a few courageous dealers will follow these advances promptly. The rest will wait and only make a change when literally compelled to do so. By the time three advances of 5 cents each have been made, they probably muster up courage and add 10 cents to their selling price. And thus they tag along, always behind the market, and hugging the delusion that they are making 5 per cent. profit.

When Prices Drop.

Then there is the other contingency. The wholesale price may drop. The dealer may be carrying a good sized stock which he bought at \$1.80 but, when the manufacturer drops his price to \$1.75, the dealer becomes frightened and cuts 5 cents off his selling price.

There is only one reason why this should be done. The dealer is afraid of his customers. People have the faculty sometimes of finding out the trend of prices with promptitude and accuracy. If they chance to learn that paint has gone down, they rush off to the hardware store and place an order. If the dealer asks his old figure, they immediately raise a clamor. Dealers know this and they will frequently drop their prices as soon as the manufacturers in order to escape possible reproach. As a matter of fact, there is no reason why the dealer should fear the "kicks" of nose customers who get wind of a change in wholesale prices. The retailer must base his selling price on the stock he is carrying and the cost of same. He cannot follow the fluctuations of the wholesale market; and none but cranks would expect him to.

However, there are plenty of dealers who are impelled to drop their price to

cover manufacturing price changes, with the result that they sell at a figure lower than that which would allow them the profit they had decided to strive for.

Allow for Changes.

To fix a price that will allow a profit in spite of changes, the dealer should not figure too closely. Allowance should be made for the possibility of changes in either direction. Only by making the margin sufficiently large can losses be avoided.

Of course, if the market went up, and the dealer followed it without regard to what he had paid for his paint when he bought it, the net profit would be considerably in excess of what had been figured on at the beginning.



BIRTHDAY CONGRATULATIONS.

Tuesday of this week Lieutenant-Colonel James L. McAvity, President of McLean, Holt & Co., stove manufacturers, St. John, N.B., celebrated his 45th



Lieut. Colonel J. L. McAvity

birthday. He celebrated it by going to the office as usual.

Into a short forty-five years Colonel McAvity has crowded a great many experiences. He was one of those to go to the Klondyke, and one of those who was able to "come back." It is not stated that Col. McAvity greatly improved his fortune by his trip to the far north, but he was in the rush, and sees verita-

ble moving pictures when he reads the "Songs of a Sourdough." For the rest Col. McAvity has worked hard at his business, finding time, however, to take a great part in military affairs, having risen to the post of Lieutenant-Colonel of the 62nd Regiment.

Catalogues

and

Booklets

Bone Cutters.

The London Foundry Co., London, have put out an illustrated catalogue and price list of bone cutters, farm and dairy supplies, cider mills, barrel headers, butter shipping boxes and butter workers. Their line of bone cutters is described fully, many new devices and improvements having been made.

Marble's Arms.

Marble Arms and Manufacturing Co., Gladstone, Mich., have issued their fall, 1912, catalogue for the trade. It contains complete explanations and descriptions of each part of their guns, and gives, in addition, a list of hunting, fishing and outing specialties, such as gun rods and cleaners, safety axes and knives, hunting, canoe and fishing knives, trout nippers, clincher gaffs, coat compasses and many other lines.

Fireplace Fixtures.

The Rostand Manufacturing Co., Milford, Conn., have issued a catalogue, showing their lines of brass fireplace fixtures and candlesticks. It presents an extensive variety of andirons (nearly two hundred, in fact), fire sets, finders, brushes, jamb hooks, iron andirons, pole sockets, door knockers, finger bowls, vases, candelabra, candlesticks, drapery pins, cuspidors and other lines. The catalogue is printed on a coated paper which shows the illustrations up to advantage. Every line and style listed is shown in half-tones.

Acme Shears.

The Acme Shear Co., Bridgeport, Conn., have issued a new 4-3 catalogue and price list. It gives illustrations and descriptions of the large variety of styles and sizes made by the company. Among the goods shown are pattern shears, steel screw straight trimmers, ball-bearing shears, bankers' and paper-hangers' shears, steel spring tension shears, shears for barbers, tailors and dressmakers, pocket scissors, ladies' scissors, buttonhole scissors, kindergarten scissors, sewing sets, carded shears, tinners' snips, etc.

It is attractively gotten up and well printed.

Decorative Aid

We have a department to help you develop paint business. We show your customer the best decorative schemes. You sell the right M-L materials. Your local painter applies them. We sell stencils, etc., and give every help to make sales for you. Write us for information and booklet, addressing our "Decorative Aid Dept.," 6-12 Morse St.

**This Helps
You Make Sales**

Winter Painting

Keep up your winter paint sales by encouraging interior finishing. People will gladly brighten up and refinish their homes. Help painter and consumer with

Floglaze

Made in 29 shades, some stain-like and some enamel-like, ready-to-apply.

Floglaze runs smoothly under the brush, and gives a high elastic finish that will stand wear and tear. Use it for floors, woodwork, staining, enameling.

Are you stocked up for winter? There is a big demand for this kind of goods. Get our color cards.

The Imperial Varnish & Color Co., Ltd.

6-24 Morse St., TORONTO

108 Princess St., WINNIPEG

St., VANCOUVER

"PAINT THAT SERVES BEST--SELLS BEST"

Service—the word that combines quality, purity and all the other advertised essentials of an efficient paint.

Paint is made to perform certain duties—to beautify, to preserve, to protect, and that paint, which performs these duties longest, is the best paint—"Service;" that's the essential.

Your customers buy paint to use—not to eat, and are, therefore, interested in its serviceability—not its purity. What materials make the best paint is of minor importance to which paint gives the best results—"Service;" that's the essential.

Judge paint by what it will do. It matters little how quality is arrived at—but is it there; efficient working, hiding, covering and lasting qualities? Make "Results" the basis of your comparison in choosing paint—"Service;" that's the essential.

The "High Standard" line fulfills all requirements. Every Lowe Brothers' Product excels in "service" and gives best results for the purpose for which it is intended. Follow the Flag—the "Little Blue Flag," all the way down the line—test paint, stain, enamel or varnish and you will get the same superior service from every can.

If you would profit most, sell the paint that serves best. Remember, success isn't made up of sales—it's re-sales. See the High Standard "Exhibition of results." Our traveller will show you.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
BOSTON KANSAS CITY

Weekly Market Report --- Paints

PAINT NOTES.

There is a steady tone to business and orders are being freely received.

Linseed oil is down 4 cents.

Turpentine is down 2 cents.

Shellacs have been higher in price and there is some talk of higher quotations for shellac varnishes.

MONTREAL.

Montreal, Oct. 10.—As the end of navigation approaches orders for some lines are getting heavier. Places in the lower townships are now gathering in their winter supply, thus avoiding the 11 cents freight advance which will necessarily be struck as soon as river transportation closes.

The week has seen some price changes and by way of giving a little variety these are all in a downward direction. It begins to appear, indeed, that there will not be any more rapid advances. Glass is the one exception which must be made. The situation in Belgium is uncertain and a higher price may have to be put upon the glass sold in Canada. Linseed and turpentine have both dropped 2c., but in other products there is no change.

Cheaper Linseed Oil.

Linseed.—The flax crop is not a certainty yet, but it is practically sure that the amount of seed produced in Canada will be about double that harvested last year. All signs in the States, too, point to a great increase over last year, and while a setback is quite possible this can hardly be so severe as to eat up all the increase.

Indeed it looks like cheaper oil, though there naturally is some doubt as to the extent of the reduction. Last week there was noted a decline of 3c. This week another 2c. has been struck off, the general quotations now being .75 and .78. Handlers are not now worrying about their supply, and are ready to fill orders. On the other hand dealers hesitate to stock largely, as it seems quite likely the price will go lower.

Turpentine.—Principally because of large supplies in Savannah, the price of turpentine has declined. This enables local handlers to buy more advantageously, and consequently they have dropped the price of "turps" 2c., the quotation now being .60.

Putty.—The demand has been exceedingly large, and is not yet abating.

Grinders have had some difficulty filling orders; in fact some are considerably behind. There is not, however, any likelihood of an immediate advance.

White Lead Now Quiet.

White Lead.—It appears this market is to be quiet for a time—that is there will be no price changes. As far as ordering and shipping goes there will be no quietness. Pig lead is not quite as high as it has been, but it remains steady. There is no reason to look for a decline in the pig, and so no change in white lead is to be expected.

Paint.—The demand continues heavy. Many are stocking up for the winter, though this style of ordering will be heavier next month. There is no reason to expect an immediate change in prices, either one way or the other.

Glass.—Still there is nothing very definite from Belgium. A movement may come there suddenly, which will so affect the glass industry that prices will of necessity be advanced here; but word of such a movement has not been received yet.

TORONTO.

Toronto, Oct. 10.—There has been a steady movement all along the line in paint and oils. Business is considerably brisker than is usual at this time of year and, what is more, this condition bids fair to continue.

There have been a number of changes all in a downward direction. Linseed oil and turpentine are both quoted lower. There is a firm tone noted in other lines.

Linseed Oil.—The price of Linseed oil has been dropped to 79 cents for raw and 82 cents for boiled, a decrease of 4 cents. This is due largely to the fact that the Canadian flaxseed crop is much larger than last year. While the crop has not yet been safely harvested, it is practically certain that it will show a big increase. Under the circumstances none are looking for firmness in oil prices. In fact, some predict that the price will go still lower than at present.

Turpentine.—Rather contrary to expectations, turpentine has been lowered 2 cents, making the prevailing quotation 59. There is a fair demand at that figure. It is understood that, since the new price was struck, there has been a firmer tone on the Savannah market. This, of course, may be only temporary and not affect the prices here, so it is highly uncertain what future developments will be. There is a large supply on the primary markets.

White Lead. — There have been no marked developments with regard to white lead. The demand is not quite as heavy and local stocks are nearer the normal than for some months back. There is more coming forward than for some time.

It is anticipated that white lead will remain firm. It is, in fact, more likely to advance than to recede.

Glass. — There has been no further word from Belgium, but it is still accepted as inevitable that economic disturbances there will affect the exportation of glass. In the meantime, prices remain firm and there is a strong demand. The heaviest part of the fall business is now being reached.

Putty.—There is a large demand for putty, anxiety being shown to get in supplies before the close of navigation. Prices are firm.

Shellacs.—There has been a firm tone to shellacs for some time back, the price being from 1½ to 2 cents higher. It is felt that this may necessitate a higher price level for shellac varnishes but there is nothing at all certain in this regard.

Paints and Varnishes.—The demand continues good, exceptionally good for this time of year. There has been a steady movement of sorting up orders. The improved weather conditions have brought about the resumption of outside painting. Interior paints and varnishes are in steady demand.

WINNIPEG.

Winnipeg, Oct. 7.—In conversation with one of the leading sign painters of the city yesterday your correspondent was informed that business in his line had been remarkably good throughout the summer season and that there was as yet no falling off in activity. Scarcity of skilled workmen had, however, caused him some inconvenience. The greatly increased use of electric signs had seemingly little affected the demand for painted signs and lettering. He commented on the very large amount of outside work yet necessary to be done in the city which is particularly noticeable in the new residential sections.

The number of permits for dwellings issued so far this season exceeds 400. Many of these are near completion or finished, but fully 50 per cent. of the season's buildings have not yet had a lick of paint. This is good enough evidence of the assured strong position of the trade in paints and oils for some considerable time.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD - 30% PURE WHITE ZINC

100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be “away up” in price.

It would be if we were not corrodors of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain “top of the market” selling price on **B-H “English” Paint**, because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70 per cent. pure white lead—30 per cent. pure white zinc—100 per cent. pure paint.



B-H “English” Paint is a good seller—big sales and good profits. High quality means pleased customers — and pleased customers more money in the cash drawer.

B-H “English” Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Address our nearest office.**

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 8.50 10.00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb. Fullman Brass & Metal Co.—Arctic Metal—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A", 20c.; "B", 18c.; "C", 15c.; "D", 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, ¼ to ½ inch, per 100 lbs. 2.40 2.50
Rods, per 100 lbs. 2.65 2.75
Tank plates, 3-16 inch, 2.50 2.60
Tubes, per 100 ft., 1½ in., 8.65 8.70
" " " 2" " 11.00 11.00
" " " 3" " 12.60 12.70
" " " 3½" " 15.75 15.80
" " " 4" " 20.20 20.30

BRASS.

Spring sheets, up to 20 gauge, 0.27
Rods base ¼ to 1 inch, round, 0.23
Tubing, seamless base, per lb., 0.26
Tubing, iron pipe size, 1 inch base, 0.26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roadway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 100 lb.

Casting ingot, \$19.00
Cut lengths, round bars, ½ to 2 in., 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches, 29.00
Copper sheet, tinned, 14 x 60, 30.00
Copper sheet, planished, 14 x 60, 37.00
Brazier's, insheets, 6 x, 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal, Toronto
Canadian foundry, No. 1, 19.50
Canadian foundry, No. 2, 20.00
Middleboro, No. 3 pig iron, 21.00
Summerlee, No. 2 pig iron, 24.00
Carron, special, 23.50
Carron, soft, 23.00
Cleveland, No. 1, 25.50
Clarence, No. 3, 25.50
Jarow, 25.50
Glenamock, 26.00
Radnor, charcoal iron, 33.75
Aysresome, No. 3, 34.50
Ferro Nickel pig (Boo), 25.00
Steel billets, Bessemer, open hearth, f.o.b. Pittsburg, 27.50
Angles \$, base 2.50 2.50
Common bar, per 100 lbs., 2.10 2.05
Forged iron, per 100 lbs., 2.05 2.20
Refined iron, per 100 lbs., 2.15 2.30
Horseshoe iron, per 100 lbs., 2.15 2.30
Mild steel, 1.95 2.15
Sleigh shoe steel, 2.10 2.25
Iron finish machinery steel (domestic), 2.25 2.25
Iron finish steel (foreign), 2.25 2.25
Reeled machinery steel, 2.85 3.00
Tire steel, 2.15
Sheet cast steel, 0.15 0.15
Toe calk steel, 3.00 3.15
Mining cast steel, 0.07½ 0.08
High speed, 0.65 0.65
Capital tool steel, 0.50
Cammell Laird, 0.15
Black Diamond tool steel, 0.08
Corona tool steel, 0.06½
Silver tool steel, 0.12½
Cold Rolled Shafting, 9-16 to 1-16 inch, 0.06
¾ to 1-7-16 inch, 0.05½
1-7-16 to 3 inch, 0.65
Montreal, 25 and 2, Toronto, 30.

BLACK SHEETS.

Montreal, Toronto
10 gauge, 2.50 2.60
12 gauge, 2.40 2.55
14 gauge, 2.30 2.45
16 gauge, 2.30 2.55
18 gauge, 2.30 2.55
20 gauge, 2.30 2.55
22 gauge, 2.35 2.65
24 gauge, 2.35 2.65
26 gauge, 2.45 2.75
28 gauge, 2.50 2.90

CANADA PLATES.

Ordinary, 52 sheets, 3.00 3.00
All bright, 52 sheets, 3.70 4.50
Galvanized—Apollo D, Crown Ordinary
18x24x52, 4.45 4.45 4.35
" 60, 4.70 4.70 4.00
30x28x80, 8.90 8.90 8.70
28x28x80, 9.40 9.40 9.20

GALVANIZED SHEETS (CORRU- GATED)

22 gauge, per square, 6.10
24 gauge, per square, 5.00
26 gauge, per square, 3.85
28 gauge, per square, 3.65
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur, Gordon Gorbals
gauge Head de Lis Crown Best Best
16-20, 3.70 3.35 3.60 3.70
22-24, 3.75 3.40 3.65 3.75
26, 4.15 3.80 4.05 4.15
28, 4.35 4.00 4.25 4.35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22, 3.65
24, 3.70
26, 3.75
28, 4.00

Apollo brand—

24 gauge, American, 3.60 3.45
26 gauge, American, 3.85 3.50
28 gauge, (26 English), 4.10 3.95
10% oz., equal to 28

IRON PIPE.

List Black Galv.
¾ inch and 5.50 65 p.c. 50 p.c.
¾ inch 8.50 70 p.c. 59 p.c.
¾ inch 11.50 74 p.c. 64 p.c.
1 inch 16.50 74 p.c. 64 p.c.
1¼ inch 22.50 74 p.c. 64 p.c.
1½ inch 27.50 74 p.c. 64 p.c.
2 inch 36.00 75½ p.c. 65½ p.c.
2½ inch 57.50 75½ p.c. 65½ p.c.
3 inch 75.50 75½ p.c. 65½ p.c.
3½ inch 95.00 74 p.c. 64 p.c.
4 inch 108.00 74 p.c. 64 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

Heavy copper and wire, 0.11 0.11½
Light copper bottoms, 0.09 0.09½
Heavy red brass, 0.10 0.10½
Heavy yellow brass, 0.08 0.08½
Light brass, 0.06 0.06½
Tea lead, 0.02½ 0.02½
Heavy lead, 0.02½ 0.02½
Scrap zinc, 0.03 0.04
No. 1 wrought iron, 2.00 10.00
Machinery cast scrap, No. 1, 16.00 14.50
Stove plate, 12.50 13.00
Malleable, 9.00 9.00
Miscellaneous steel, 5.00 6.00
Old rubbers, 0.09 0.08½

LEAD.

Domestic (Traill), pig, 100 lbs., 6.75
Imported pig, per 100 lbs., 6.75
Bar pig, per 100 lbs., 7.00
Sheets, 2½ lb. sq. ft., by roll, 8.00
Sheets, 3 to 6 lb., ft., 7.50
Cut sheets ½ lb. per lb. extra.
Cut sheets to 6 lb. per lb. extra.

LEAD PIPE.

Lead pipe, 7½c net.
Lead waste pipe, 9c net.
Traps and bends 30 per cent.

SOLDER. Per lb.

Bar, half-and-half, guarant'd 30 30½ 0.30
Wiping, 0.03 0.28 0.28

SHEET ZINC.

5-cwt. casks, 8.25 8.00
Part casks, 8.50 8.50

SPELTER.

Foreign, per 100 lb., 7.50 7.25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$56.00 \$53.00
Reddip Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

Per box

I C, 14x20 base, \$7.00
I X, 14x20 base, 8.25
I X X, 14x20 base, 9.50

Raven and Murex Grades—

I C, 14x20 base, 5.00
I X, 14x20 base, 6.00
I X X, 14x20 base, 7.00
I X X X, 14x20 base, 8.00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base, 7.00 7.00
I X, 14x20 base, 8.25 8.25
I X X, 14x20 base, 9.50 9.50

"Allaway's Best" Standard Quality.

I C, 14x20 base, 4.50
I X, 14x20 base, 5.50
I X X, 14x20 base, 6.50

Bessemer Steel—

20x28, double box, 8.50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets, 7.50
I X, Terne Tin, 9.00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs., 7.00
XX, 14x60, 50 sheet bxs., 7.00
XX, 14x65, 50 sheet bxs., 7.00

Tinned Sheets.

72x30 up to 24 gauge, case, 8.00 7.35
lots, 8.00 7.35

72x30 up to 26 gauge, case, 7.85

lots, 7.85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. O. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c.; oiling 10c. in 25-lb. bundles 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.50; 10, \$2.15; 11, \$2.85; 12, \$2.45; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

2-in. mesh, 19 w.g. 60 and 2½ p.c. off. Other sizes 60, and 5 p.c. off.

Poultry netting staples, 55 p.c. off.

Smooth Steel Wire.

No. 6-9 gauge, \$2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net 100 lb.—Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c. bagging and paperings 10c. 50 and 100-lb. bundles 10c. in 25-lb. bundles 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks 50c. in ½-lb. hanks, 75c. in ¼-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barbed, 2.45
Galvanized plain twist, 2.75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized, 2.80
Plain, 2.50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins, 0.80 0.85

In barrels, 5-gal. tins, 0.80 0.85

Becswax, 0.40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone), 0.67

Litharge, ground, 0.05

" flaked, 0.05½

Green copperas (green vitrol), 0.01

Sugar of Lead, 0.09

Colors Oil.

Venetian red, 1-lb. tins pure, 0.09

Chrome yellow, pure, 0.18

Golden ochre, pure, 0.11

French ochre, pure, 0.09

Chrome green, pure, 0.11

French permanent green, pure, 0.15

Signwriters' black, pure, 0.17

Marine black, 25 lb. irons, 0.05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & Co.), 1.80

Cee Pee Co. enamel, 4.50

Sterling Enamels, 3.20

Anchor Floorlustre, 1.80

Glue. Per lb.

French medal, 0.10

German common sheet, 0.10

German prima, 0.15

White pigfoot, 0.15

Brantford medal, 0.11

" golden medal, 0.10

" brown sheet, 0.10

" solder sheet, 0.13

" Gelatine, 0.22

" white gelatine, 0.20

" white glue, 0.12

" 100 flake, 0.10

Perfection amber ground, No. 1230 0.11

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL, 0.13

XL, 0.11½

CL, 0.12

C, 0.11

Paris Green.

Drums, 50 and 100 lbs., 0.18½ 0.18½

Packets, 1-lb., 100 in case, 0.20½ 0.20½

¼-lb., 0.22½ 0.22½

Tins, 1-lb., 100 in case, 0.21½ 0.21½

Paris White.

In bbls., 0.90

Orange Mineral, casks, 0.08½

" 100-lb. kegs, 0.08½

Prepared Paints. Per gallon in qt. tins

Sherwin-Williams paints, base, 2.00

Canada Paint Co.'s pure

MINERVA PAINTS

**COVER
BETTER**



**WEAR
LONGER**

THE BRAND OF QUALITY

Backed by the most forceful and original selling-helps ever devised, that increase dealers' profits.

Don't overlook the "Minerva" Proposition. Write for details. All "Minerva" Specialties put up in Cans Containing Full Imperial Measure.

Pinchin, Johnson Co. (Canada), Ltd.

ESTABLISHED 1834

TORONTO

170

GLASS

Our
Leaded
Art Glass
is of the highest
grade manufac-
tured. Being the larg-
est manufacturers of
this line in Canada we can
also give you the low-
est price consist-
ent with high
quality

of Every Description
for
Buildings

If you
have not al-
ready received
a copy of our 132
page catalogue, we
would be pleased
to send one.



**HOBBS
MANUFACTURING CO.
LIMITED**

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	2 50
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd., "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Evelastic Floor	2 65
Plattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Size United Inches	Star	Double Diamond
Under 26	\$ 4 25	\$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 100	7 50	15 00
101 to 110	8 00	17 50
111 to 120	8 50	20 50

Size United Inches	Star
Under 26	\$3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25
Brandram's B.B. Genuine	8 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 49
Monarch (Windsor)	8 50
Mum's Select Flake White	8 50
Purity C.O. Co.'s Ltd.	7 95
Ramsay's Pure Lead	8 05
Ramsay's Exterior	8 05
Sterling Pure	8 25
Tiger Pure	8 25

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)	White Zinc in Oil
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2
Whiting	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

ADZES	AXLES AND HATCHETS
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Single bit, per doz.	6 00 9 00
Double bit	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 6 00
Barrell hatchets	5 50 6 85
Buckworth, per lb.	0 10 1/4

Ammunition

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John, and Halifax, freight equalized Augers and Bits.

Ford's auger bits 30 and 10

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.		doz. pairs.
Stearns wood track	.....	4 50 6 00
Zenith	.....	5 00 6 00
Atlas, steel covered	.....	5 00 6 00
Perfect	.....	8 00 11 00
New Milo, flexible	.....	6 00
Double strap hangers, dozen sets	.....	6 50
Standard jointed hangers, dozen sets	.....	6 45
Steel King hangers, doz. sets	.....	6 40
Storm King and safety hangers	.....	6 25
Storm King rail	.....	4 25
Crown	.....	4 85
Crescent	.....	6 50
Sovereign	.....	7 25
Chicago Friction, Oscillating and Big	.....	7 25
Twim Hangers, 5 per cent.	.....
Steel, track, 1 x 3-16 in. (100 ft.).	.....	3 25

Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

Extra, 60, 10 and 10 per cent.	Standard, 60, 10 and 10 per cent.
No. 1, not wider than 5 in., 60, 10, and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Brass and Japanned, 40 p.c.	Per cent.
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 3/4 and smaller 70	
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron (\$3 list)	60
Machine Bolts, 3/4 and less, 60, 10 & 10	
Machine Bolts, 7-16 and up, 60	
Plough Bolts	55, 5 & 10
Blank Bolts	60
Roll Ends	60
Sleigh Shoe Bolts, 3/4 and	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 1/4c per lb. off.	
Nuts, square, all sizes, 1/2c per lb. off.	
Stove rods, per lb., 5/16 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2,	0 27
Tarred Fibre, No. 1, per 400 ft.	
	0 55
Tarred Fibre, No. 2,	
Tarred Fibre Cyclone, 25 lb., per	0 35
roll	
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100	

Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls, per gal.	0 15
Liquid tins Cement	0 20
Cmde Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.	
Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" " English	17 00 21 00
" " American, low	23 00 25 00
" " " high	27 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
" " lead pencils, p. gr. 2	40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 1 in., \$3.60; 1 1/8 in., \$3.45; 1 1/2 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jack- chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 30
3 " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " " "	

Cotter Pins.
Cotter pins, 90 p.c. Montreal.
Copper and Nickel Ware.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitta, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand).....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in. doz.	0 67

Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25
Add extra 10c per 100 ft. O.G. Round	
Read Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12½ p.c.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
	Per cent.
Disston's	70 and 10
Great Western American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list) ..	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

Blacksmiths portable, 135 lbs.	9 35
Galvanized Ware.	
Duffier pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net	\$2.25.
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.....	8 00
" " 1/2-inch, per gross.....	10 50
" " 3/4-inch, per gross.....	13 50
Leather, 1-inch, per doz.....	4 00
Leather, 1 1/4-inch, per doz.....	5 20
Web.....	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 5/8-in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net.....	7 25
Heavy T and strap, 5-in., 100 lb. net.....	7 00

Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring).
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.
Chicago hold back screen door, iron, gro., \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface oar (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.	
Wrought iron hooks and staples—	
¾ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

M.R.M. cold forged process		list,	10th
January, 1912.		Price	per
Size	Length	25-lb.	box.
Nos. 3	1½-inch		\$4 10
4	1¾-inch		3 75
5	1 15-16		3 50
6	2¼		3 10
7	2 5-16		2 90
8	2½		2 75
9	2 11-16		2 60
10	2¾		2 50
11	3 1-16		2 45
12	3¼		2 45

Horseshoes.
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toccalca Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

Ice Cream Freezers.
White Mountain, 5c per lb.
Knives.
Hay knives, net list.
Clauss, 50 and 25 per cent.
Kitchen Enamelled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 10 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.

Flow ware, tinned steel, 45 per cent.		
Enamelled street signs, 40 per cent.		
Kitchen Sundries.		
Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per diz.		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Lamp wick, 50 per cent.	



F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinner's favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

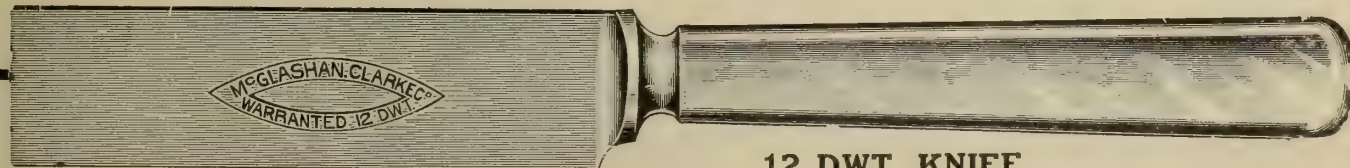
Recommend them to your customers—we guarantee the highest satisfaction Get them from your jobber.



R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS'
SHEARS

TRIMMERS'
SCISSORS



12 DWT. KNIFE

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

Our 12 and 13 dwt. knives are made of the best Sheffield crucible steel, finished by methods developed during years of successful manufacture. Plated with full weight of pure silver. Put up in neat rack boxes, containing one half dozen.

ABSOLUTELY GUARANTEED

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners' Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1½ inch	3 30
1½ inch	3 60
1½-1¾ inch	2 75
2-2¼ inch	2 65
2¼-2½ inch	2 50
2½-3 inch	2 40
3-3½ inch	2 40
3½-4 inch	2 35
4-4½ inch	2 30
5, 5½, 6 inch (base)	2 30
Cut nails—Montreal, \$2.50; Toronto, \$2.60.	
Miscellaneous wire nails.	
Coppers' nails, 35 1-3 per cent.	
Pressed spikes, 50 per cent. off.	
lbs.	2 85
Plumbers'—per 100 lbs.	
Oakum.	4 50
Oilers.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Prass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Sinzalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6-qt. and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitted, 35 p.c.	
Planes.	
Wood bench, Canadian, 40. American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Planes and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Pleugh Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 11 00
Boker's King Cutty	15 00
Honckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 09½
Pure Manila Rope	0 14½
"British" Manila	0 11
Cotton 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, ¾ and upwards, 10c; under ¾, 1½c.	
Lath yarn, single	0 09
Lath yarn, double	0 06½
Sisal bed cord, 48 feet, per doz.	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Rag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 25
4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 75 and 7½ per cent.	
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Roxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80

Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	1 25
plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Sythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 12½
" R.H., bright	80 10 12½
" F.H., brass	75 10 12½
" R.H., brass	70 10 12½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set case hardened	60
Square cap	50 and 65
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30 per doz.	16 50
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Shovels.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coppers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch per 100 lengths	7 62
7 inch per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washite	per lb. 0 25 0 37
Hindustan	0 06 0 10
" slip	0 18 0 20
" Axe	0 16
Deer Creek	0 10
Deer Creek	0 25
" Axe	0 15
Lily white	0 42

Arkansas	1 50
Water-of-Ayr	0 10
Scythe	per gross 3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blued, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Sweden cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 45 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 95
" Steel, No. 1840, 50 ft., each	1 10
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	1 20
" Rat Traps	0 45
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Downswell	52 50
New Century, Style A	101 25
Ideal Power	189 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 in.	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa.h	
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

WINNIPEG HARDWARE
QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory. \$3.50; No. 1, \$2.40; 2, \$1.95 p.e. oak. \$2.50.
Auger Bits—"Irwin" bits, 47½; other bits, 70 and 10 p.c.
Barb Wire—Lyman 4 pt., \$1.86 f.o.b.
Fort William: \$2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 nt., \$1.80

f.o.b. Fort William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., \$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William; American special, 2 pt., \$1.45 f.o.b. Winnipeg; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William; \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 3c per lb. Tinned, 2½c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates—Half-polish, 6 and 7-inch, \$3.50; 8-inch, \$3.75; full polish, 6 and 7-inch, \$4.35; 8-inch, \$4.60.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gauge, \$3.95; 18, \$3.95; 20, \$3.95; 22 and 24, \$4.15; 26, \$4.25; 28, \$4.60; 30 gauge or 10½ oz., \$4.85; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.81.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$4.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet; ¾ inch, \$2.35; 1 inch, \$2.40; 1½, \$3.25; 2, \$3.80; 1 inch, \$5.55; 1½, \$7.55; 1½, \$9.00; 2, \$11.40; 2½, \$18.25; 3, \$24.00; 3½, \$31.50; 4, \$36.00; 5, \$45.45; 6, \$58.90.

Galvanized Pipe—¾ inch, \$4.30; 1 inch, \$4.70; 1½, \$5.10; 2 inch, \$5.50; 2½, \$5.80; 3 inch, \$6.20.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$7.25. Lead Pipe—Full coil, \$8.25 per cwt.; cut coil, \$9.25 per cwt. Lead Waste—\$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 15c; 10, 18c.

Rope—Sisal, 94c; Pure Manila, 14½c; British Manila, 11c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 6 per cent.; fift cents per dozen net is added to realize eastern freights.

Solder—Half and half, 52¢ per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 95c; boiled, per gal., 96c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less, 2½c; barilla, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—21½ cents per 112-lb.

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD
LIKE IT.

WHY NOT STOCK IT FOR
THE WINTER TRADE ?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

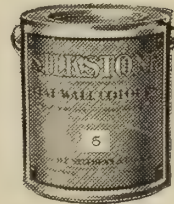
CLEVELAND

"SILKSTONE"

(COPYRIGHT)

Flat Wall Colours

Highly Prized
By "Housewives
Who Know"



Sell Them
And Procure A
Good Profit

**Give a Soft Mat-like Surface—Dry
Without Gloss Yet With Plenty of Life**

These high grade colours look like expensive ingrain wall paper. Can be stencilled over.

Can be used on any kind of surface, and the housewife can wash it without the slightest injury to the attractive finish.

Write for Colour Cards and Booklets to-day.

After you become acquainted you'll be glad you did it.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP- to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSI- ness in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and tinsmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

THRIVING HARDWARE BUSINESS FOR sales, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover \$50,000; stock \$10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware & Metal, Toronto. (52tf)

FOR SALE

FOR SALE—140 GAL. BOWSER OIL PUMP outfit (new 1907), only handling one grade of oil now, reason for selling. Only \$50.00. Clements & Co., Milton. (41)

FOR SALE—TINSMITHS' AND PLUMBERS' tools. Apply, stating requirements, to The W. W. Chown Co., Limited, Belleville. (42)

FIRST-CLASS HARDWARE BUSINESS FOR sale—best part of Bloor St., Toronto. New stock and fixtures about \$3,500. Box 708, Hardware & Metal, Toronto. (42)

One of the most successful re-tailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

BUSINESS CHANCES

H. H. PIGOTT & CO., LTD., BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Man.

BUSINESS BOUGHT, SOLD AND TRADED. Locating advice free. Many years in wholesale trade give us practical knowledge and strongest connections.

HARDWARE — IN SASKATCHEWAN, ON main line of C.N.R. Stock \$5,000. Turnover \$22,000. Sales this year \$3,000 ahead of last. Owner wants \$3,000 cash, and will arrange balance on easy terms.

HARDWARE—IN THRIVING SASKATCHE- wan town. Stock \$6,500. Turnover \$35,000. Net profits about \$5,000. \$2,500 cash, and balance secured. Will also sell store on reasonable terms. A splendid opening.

HARDWARE—IN TOWN OF 400 POPULA- tion, near Saskatoon. Stock \$3,800. Sales average \$12,000 yearly. The profits are exceptionally good. Full particulars on application.

HARDWARE—\$2,500 CASH, WITH MONTH- ly payments for balance, will handle a \$4,000 stock in Saskatchewan town of 400. Store can be leased for \$25 per month. Business will pay at least \$2,000 over expenses.

HARDWARE—ON KINDERSLEY BRANCH of C.N.R. Turnover \$52,000 on \$12,000 stock. Net profit \$8,000. Sales almost entirely cash. \$1,000 gives you possession of stock, and balance arranged on easy terms.

HARDWARE AND CHINA—IN SASKAT- chewan, on main line of C.N.R. Stock \$7,000. Turnover \$26,000. Net profits \$4,000. No better opening in the West.

HARDWARE, LUMBER AND FUEL — ON Lenore branch of C.P.R. Stock \$10,000. Owner will take 25% of purchase price in real estate. An exceptionally good opening.

HARDWARE AND TINSMITHING — IN Southern Alberta. Stock \$6,300. Turnover \$22,000. Net profit \$4,500. Is situated in finest wheat producing country. Store can be rented at reasonable figure. An AI proposition.

THE ABOVE ARE BUT ILLUSTRATIONS of the numerous listings on our books. We have the very best businesses for sale of all sorts, sizes and descriptions, and in all localities. Write us if you want to buy or sell. Our booklet, "Business Opportunities and Investments in Western Canada" will interest you. H. H. Pigott & Co., Ltd. (40)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABIL- ity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18—21t

TRAVELLER OR MANAGER SEEKS POSI- tion—any part of Canada. 14 years' English experience. Thoroughly practical hardware man. Will entertain any line in the hardware trade. Has had good city experience 29 years old. Married. Box 709, Hardware & Metal, Toronto. (42)

PRICE TICKETS

PRICE TICKETS FOR WINDOW -SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

SITUATIONS VACANT

SALESMAN — TO TRAVEL ONTARIO — must have connections with hardware trade, saw mill proprietors. Permanent position. Write, with references, to Standard Paint Company of Canada, Limited, 286 St. James Street, Montreal. (43)

WANTED — AN EXPERIENCED HARD- ware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE TRAVELLER BY Nov. 1st, or sooner if possible, to cover excellent territory. Prefer experienced road man or first class retail man will do. Apply immediately, with references. Peart Bros. Hardware Co., Ltd., Regina, Sask. (41)

WANTED.—WAREHOUSE MANAGER FOR Wholesale Hardware. Must be practical hardware man with sufficient executive ability to take complete charge of staff outside of office. State reference as to ability and character. Signed, PEART BROS. HARDWARE CO., LTD., REGINA, SASK. (41)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY IN- stallating an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COM- pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES,
at \$2.50 each. Box 920, HARD-
WARE AND METAL, Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

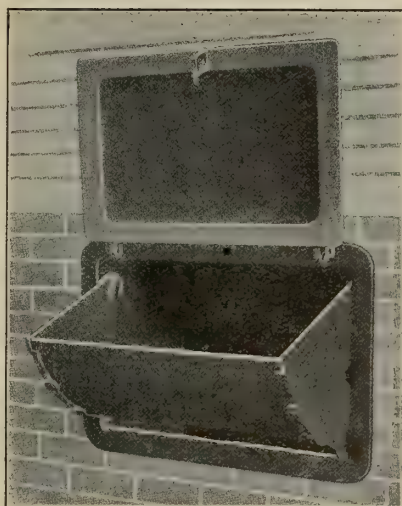
The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required.



MAJESTIC COAL AND WOOD CHUTES

FEATURES

Neat and attractive.
Cannot be opened except from inside. Burglar proof.
Locks automatically when open.
Can be installed in old houses as well as new.

SIZES

No. 1—16" High x 22" wide x 13" deep
No. 2—16" High x 27" wide x 13" deep
No. 3—22" High x 33" wide x 18" deep

Write for Prices



WINNIPEG

Agents for Manitoba and Saskatchewan.

CANADA

NEW ERA PAINT

IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

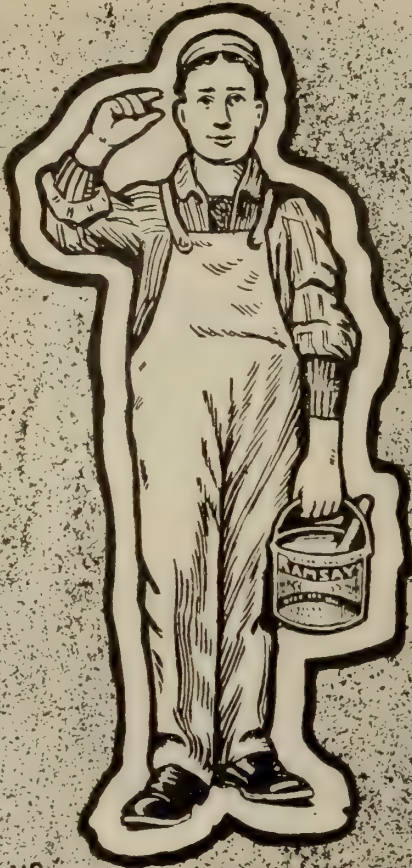
A trial will be most convincing. Try it.

New Era Paint is absolutely guaranteed.



Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

When writing advertisers kindly mention
this paper.



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal

STERLING

PREPARED PAINTS

A Dependable Line That Trade Will Demand

After you have introduced this line of paints to your trade your sales will increase rapidly. Your customers will demand it because the quality is very rare—because the price will please them. Lay a strong foundation for a big paint trade—stock "Sterling" prepared paints NOW.

WRITE FOR COLOR CARDS AND PRICES

CANADIAN OIL COMPANIES, Limited, Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

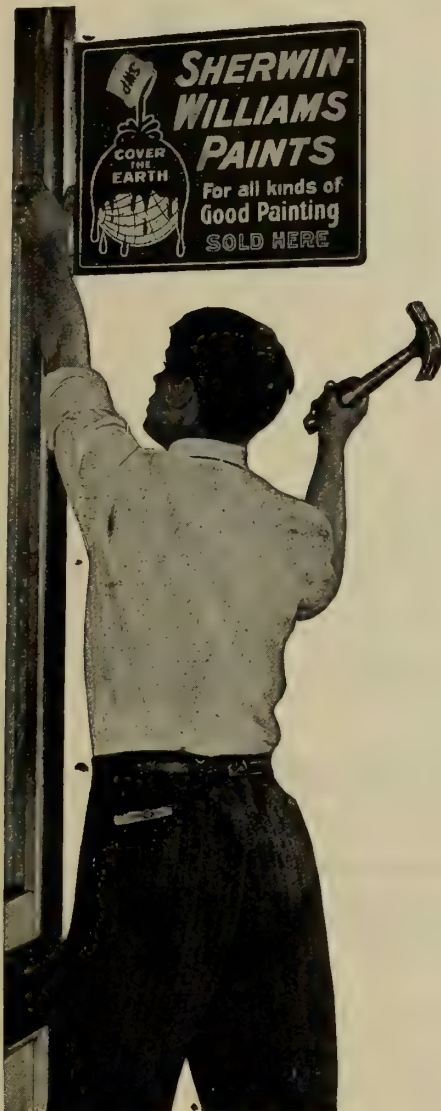
STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS

STERLING
PREPARED
PAINTS



When this sign goes up on your store, it means bigger business and profits for you.

This sign on your store represents The Sherwin-Williams Agency. The Sherwin-Williams Agency represents the best made paints, the best advertised paints, and the best selling paints. It means bigger business and profits for you.

Many people look for this sign when they want paints for any purpose. They have found from experience or through friends and neighbors, that

“Sherwin-Williams”

stands for highest quality and best results in paints and varnishes. They know the goods are the standard of excellence.

A Sherwin-Williams Agency—this sign on your store—brings business you would not otherwise secure. You get the advantages of the reputation that goes with S-W Products.

Write us and we'll be glad to write you and tell you all about our splendid proposition and the way we will co-operate with you to build up the best business you ever had—a better business than you can get in any other way.



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

PAINT OIL PROFITS DEPEND UPON PROPER STORAGE METHODS

Anybody can sell paint oils, but comparatively few dealers sell them at a profit.

WHY

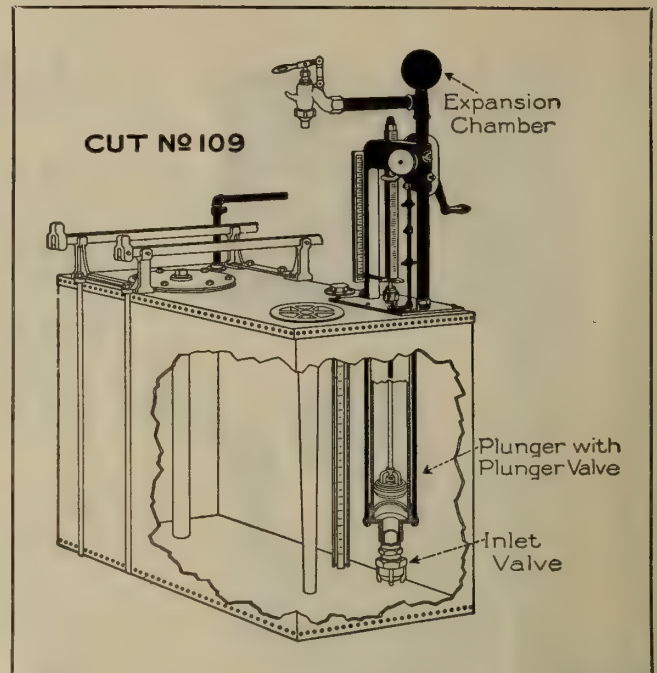
Because of the tremendous waste under the old methods. Just stop and think how much time and labor is lost in drawing oil from a barrel or tin tank. Look at the measures, funnels, floors and faucets. You can *see* the oil that is wasted there. Then think how much oil is absorbed by the barrel and how this absorption affects the quality of the oil that you do sell.

Paint Oil Storage Systems Listed By Board of Underwriters

The question of proper oil storage has been one of great importance with insurance companies and the National Board of Underwriters. There are certain specifications in the storage of linseed oils, varnishes, dryers and kindred liquids that must be complied with in a storage system in order to insure safety and to maintain the quality of the oil.

At the present time there is but one "paint oil" storage system in the Dominion of Canada that is listed by the Board of Underwriters, and that is the one manufactured and sold by S. F. Bowser & Co., Inc., Toronto, Ont. The specially constructed pump, with the automatic venting system, makes it an ideal arrangement for this purpose.

The pump is so arranged that the valves and interior of the measuring cylinder are submerged in oil at all times, making it impossible for these vital parts to gum or corrode. The discharge nozzle has an airtight shut-off and the plunger rod operates through a stuffing box, making it absolutely air-tight.



Study the diagram. It shows the method of construction and why the Bowser has won international favor.

Every cent of this loss can be stopped and turned into your pocket as clear profit by using a

BOWSER PAINT OIL SYSTEM

This system is the only equipment for paint oils sold in the Dominion of Canada that has been passed by the National Board of Underwriters. This fact demonstrates its safety.

While the safety feature is very essential in a storage system and is found in its highest degree in the Bowser, still the economic and profit-paying advantages alone are sufficient to recommend its installation.

The Bowser System has been installed by hardware and paint dealers from Nova Scotia to Vancouver. Why—because it pays a profit impossible to get in any other manner.

It will pay you the same as it has paid others. Let us send you details—Our Free Book No. 5N explains.

Write to-day.

S. F. BOWSER & CO., Inc., Toronto, Ont.

66-68 FRAZER AVE.

IT'S A PROVEN SENSATION

Here is a noteworthy achievement in a Flat Wall Finish that is proving the biggest money-maker of the season. Judging from the numerous gratifying reports from painters, decorators, and the way the sales of this product are soaring, it is a proven sensation.

Like all our other specialties, we have carried the perfection of

NEU-TONE WALL FINISHES

to a logical conclusion—it is adaptable to every phase of interior decoration—artistically harmonizes with the most humble or elaborate appointments—works well on either wood, metal, wall paper, burlap or plastered walls and ceilings.

Do you wonder why hustling painters and contractors are getting acquainted with this finish? Now's the time to get the business for Mid-Summer and Fall decorating. You can't make money easier or quicker, so investigate—NOW.

THE MARTIN SENOUR CO., Limited

Pioneers of Pure Paint

Montreal

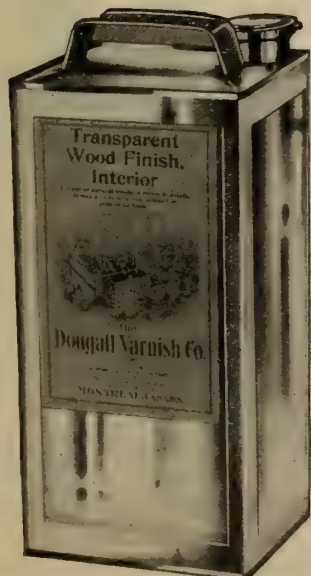
Chicago

Winnipeg



DOUGALL VARNISH

being made in the most up-to-date factory in Canada, by skilled workmen and most modern machinery, from the finest ingredients only, being properly aged and examined before leaving the factory; being fully guaranteed to give satisfaction, has earned and lives up



to the reputation of being "The Varnish That Lasts Longest." We offer it to you as the best procurable.

Your customers will appreciate it.

The Dougall Varnish Company, Limited

305 Manufacturers Street
MONTREAL

J. S. N. Dougall, President

Associated with Murphy Varnish Co., U.S.A.

CANADA

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

FORD Sales Never Lag



EVERY FORD TOOL is designed and made to give the user the greatest possible efficiency in accuracy, ease of operation, speed and durability.

That they do, is clearly demonstrated by the steady repeat sales they show every time one is sold.

For this reason dealers who sell and recommend them always enjoy a brisk trade in this department of their business.

Do you sell these splendid tools?

We have some interesting circulars and an excellent proposition for you. A postal will bring them.

YOU RUN NO RISK in handling FORD tools, for you can sell them on a "money-back" basis, as we guarantee each tool perfect in every way.

FORD TOOLS will satisfy you—satisfy your customer, and once introduced insure permanent profits for you. Put our claim to the test. It can't fail.

Most jobbers carry FORD Tools—ask to see them, meantime drop us a line.

FORD AUGER BIT CO.
HOLYOKE, MASS. Dept. 12

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



The
**WHITE
MOP
WRINGER**



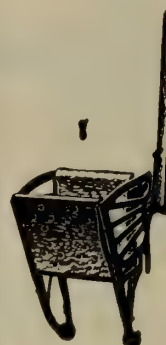
is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**



MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR. DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee complete satisfaction.**

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.

All International Varnish Products are Sold in Full Imperial Measure Cans.

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means Trade Insurance—a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked Superior Quality. Elastica, Lacqueret, Satinette, Flattine and Wood Stains—all conserve and build up your reputation, and give you a reasonable profit. You can confidently expect repeat orders when you specify INTERNATIONAL Products.

INTERNATIONAL VARNISH CO.

Toronto - Winnipeg

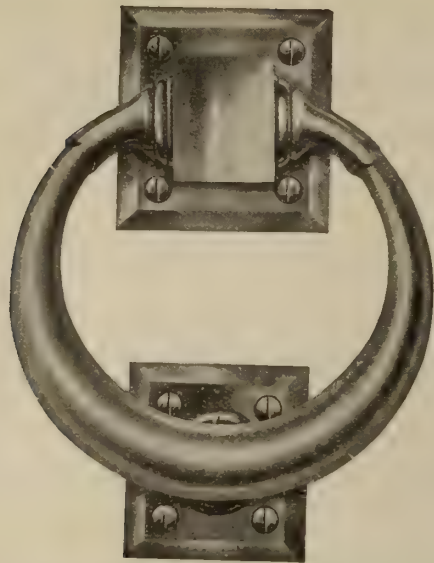
Canadian Factory of Standard Varnish Works

New York Chicago London Berlin

Brussels Melbourne

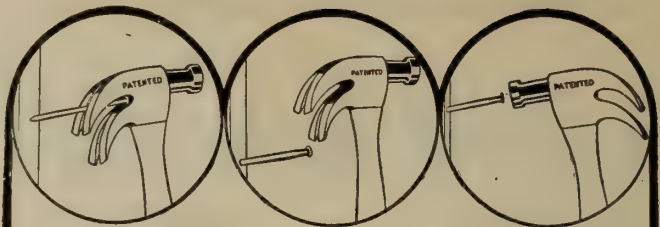
Largest in the world and first to establish definite standards of quality.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Start

Out



Pulls the nail out straight without a block



A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

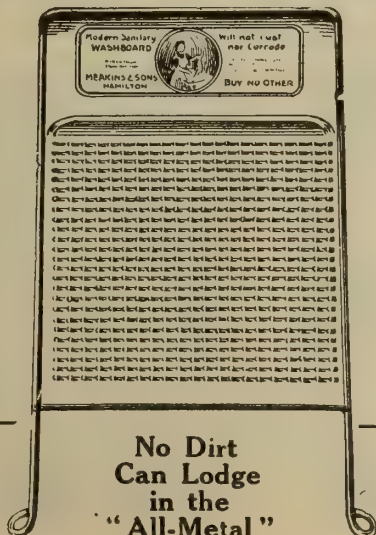
The
R. McDougall Co., Limited
GALT, CANADA



When In Doubt

as to the kind of wash-boards you will next order, you will make no mistake if you specify **Meakin's Sanitary Washboards**. It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this a talking point the economy will appeal to the housewife, and sales certain.

Meakins & Sons
Hamilton, - Ontario

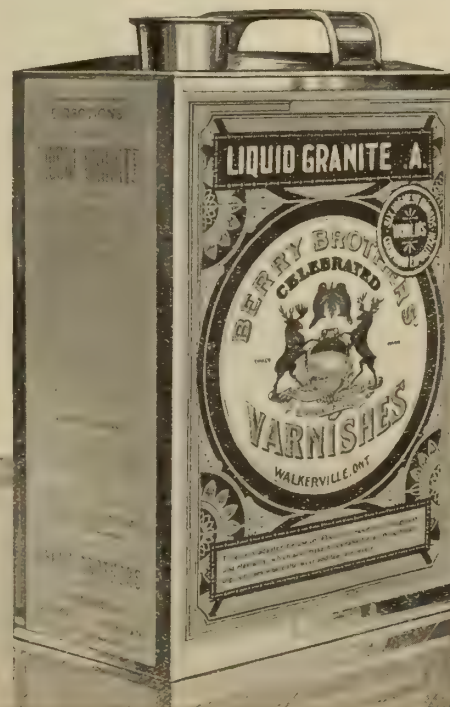


Are you getting all you should out of your varnish business?

With our new selling plan we are putting thousands of dealers in the way of making more money out of their varnish business than they ever thought possible.

We're also putting them in the way of giving their trade the utmost in varnish quality, uniformity and reliability.

BERRY BROTHERS, Ltd.
WALKERVILLE, ONT.



ARE these things of any interest to you? If they are write us to-day for particulars of our new, full-line selling plan.



Goodell-Pratt's

No. 20

Breast Drill

With Saddle Breast Plate.

This tool is especially designed for heavy duty or continuous use.

The Saddle Breast Plate, Ball Bearings, Cut Gears and the universally known Goodell-Pratt Chuck cannot fail to commend itself to all users of Breast Drills.

Know about this Drill as well as the others—they are all shown in our Catalog. Shall we send one?

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD
MASS. - U.S.A.

The Chatham Handy Bag Truck

**FINDS READY
BUYERS**

**ALL STEEL
VERY STRONG**

**LIGHT TO
HANDLE**

This truck is equally handy around store or farm. It is made to give the best of service. The convenience will make the price look small. Every farmer can afford it.

No. 1 to carry 300 lbs. \$36.00 per doz. list.

Write for Discounts.



The Chatham Malleable & Steel Mfg., Co.
Chatham, Ont.

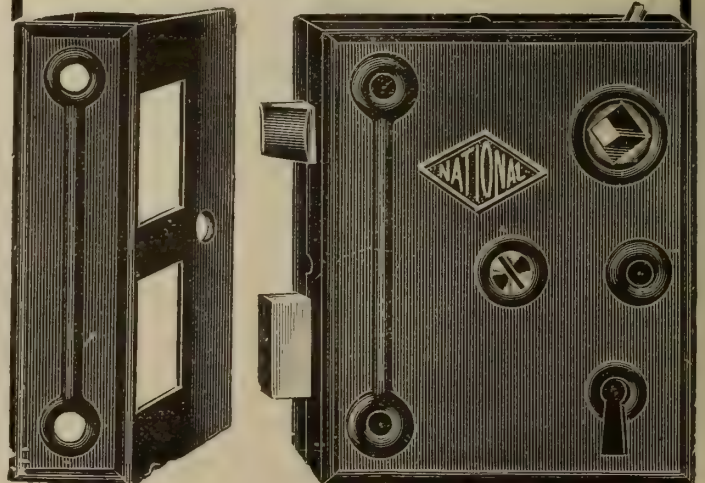
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA





Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. They are always reliable, always uniform in quality and always reasonable in price.

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

"Kangaroo" Brand



Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

**Robert Sorby & Sons,
Sheffield Ltd.**

Canadian Representative:

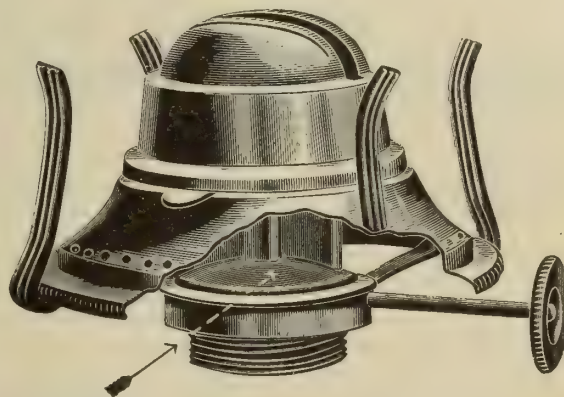
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at

Toronto, Calgary, Vancouver and Saskatoon.

"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a covered base is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners have a covered base, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

THE
Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO



"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. Their fine appearance, backed by their finer quality, make them quick sellers.

Our Guarantee—If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.

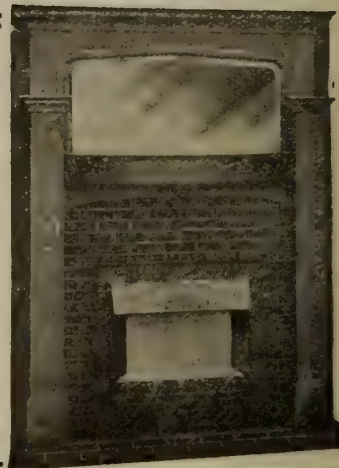
This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

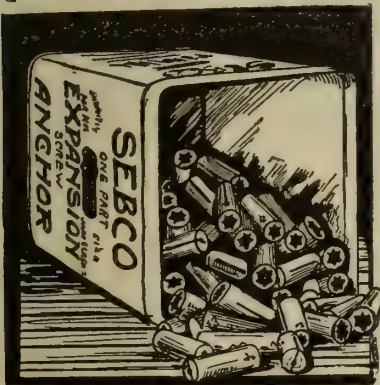
It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

Montreal, Dec. 4th, 1905.
Messrs. J. W. Harris Mfg. Co., Ltd.,
City

Dear Sirs,—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,

W. CHAMPAGNE,

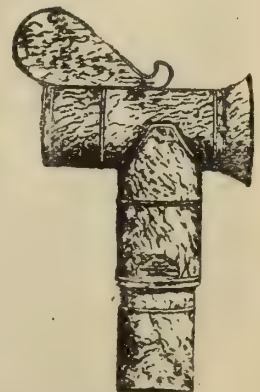
191 St. Paul St.
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



STAR Safety Razor

The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

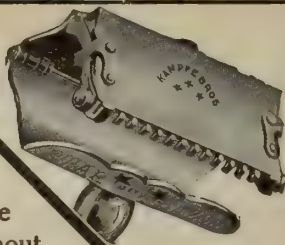
Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of

STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Straps
STAR Automatic Strapping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY



American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.

Every Grinder is guaranteed.

No. 4



Write for Circulars and Prices NOW.

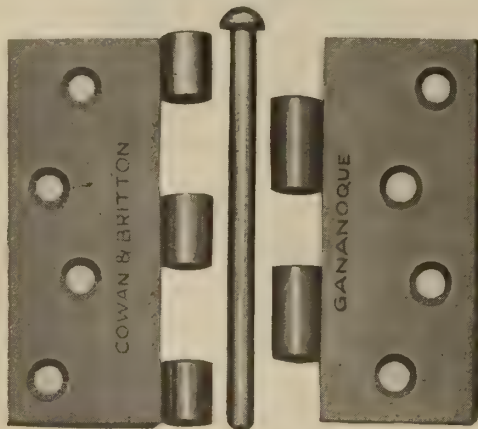
American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd.,
Calgary, Alta., (Agents for Western Canada.)

Sell Our High Quality Builders' Hardware And Give The Buyer Absolute SATISFACTION

Our line of Builders' Hardware includes Butt Hinges, Strap Hinges, Hasps, etc.

We employ the very best methods of manufacturing. This, together with the high quality material used and work of experts, ensure the buyer a rare value for his money. You cannot afford to overlook our goods—they are certain to bring you many re-orders.



Write for Catalogue and full particulars at once

COWAN & BRITTON
GANANOQUE, ONT.

Fox Floor Scraper No. 1

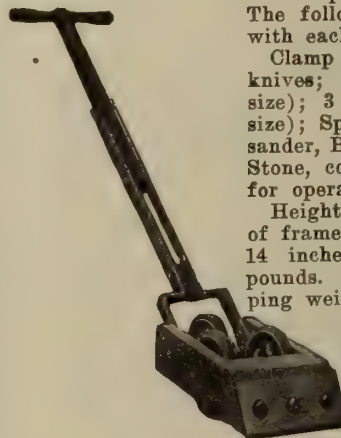
Manufactured Under Fox Patents

The Fox Floor Scraper is built on the only correct principle, and it is guaranteed to be the best machine with which to produce an even, smooth surface on any kind of hardwood flooring, including Georgia pine, fir, ash, etc. It does not require an expert to run it. It will not jump, chatter or leave waves. One man with the Fox Scraper can do the work of five men with hand scrapers, and do it better, thus saving you the price of the scraper on one or two small jobs.

The following knives and tools go with each machine:

Clamp Block for sharpening knives; 4 Crown Knives (large size); 3 Old Floor Knives (small size); Special Knife, substitute for sander, Burnisher, File, Wrench, Oil Stone, complete set of instructions for operating.

Height of frame 4 inches, width of frame 9 inches, length of frame 14 inches, blade 3x9, weight 85 pounds. Packed one in a box; shipping weight 95 pounds.



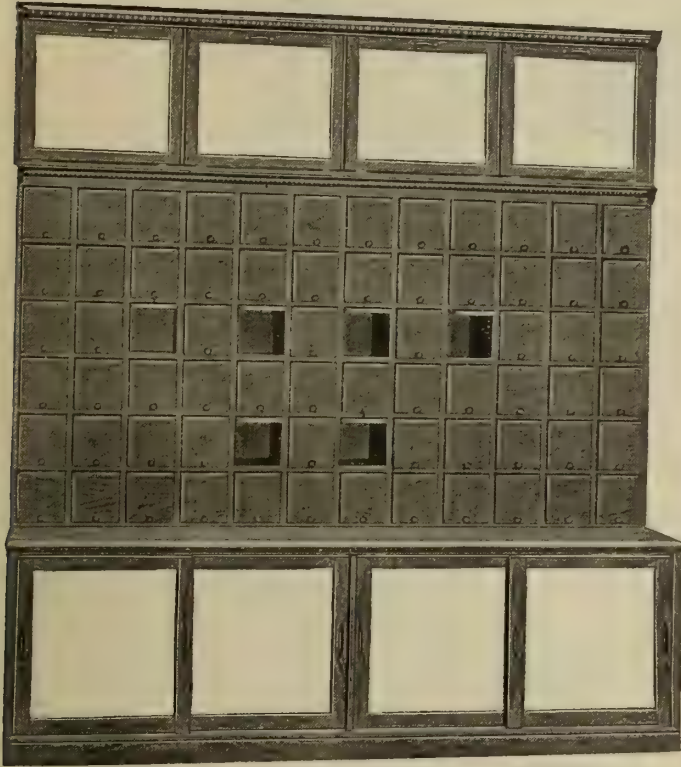
Manufactured by
Fox Supply Co.

Brooklyn, Wis.

Sold in Canada by:

The E. Cavanagh Co., Ltd. The James Walker Hdw. Co., Ltd.
Montreal Montreal
The Durand Hdw. Co., Ltd. Frothingham & Workman, Ltd.
Montreal Montreal
Canadian Equipment and Supply Co., Ltd., Calgary, Alta.
Aikenhead-Clark Hdw. Co., Ltd. Winnipeg, Man.
Merrick-Anderson Co., Winnipeg, Man.
Hooton & Moore, Winnipeg, Man.

Who's Getting The MOST TRADE In Your Vicinity— You Or Your Competitor?



PRINT NO. 6

If your competitor is getting it, the one best way to beat him out is by making your store better looking and more systematic.
Start at once—install

Berlin Hardware Display Cabinets

The results will be just what you are wishing for.
Print No. 6 illustrates another section of a large case.
Lower case is fitted with sliding glass display front doors on metal track.

Upper case, first section is fitted with six rows of small compartments with disappearing fronts.

Upper section has glass display drop front compartments with adjustable shelves.

Write us at once for circulars on store fixtures or on special lines in which interested.

The Walker Bin & Store Fixture Co.

Manufacturers and Designers of
Modern Store Fixtures

LIMITED
BERLIN, ONTARIO



Each Basic Invention Brings New Wrench Demands

The success of many inventions depends on the manufacturer's ability to present them in simplified forms to the consumer. Economy of space often places adjustments in almost inaccessible places. New shapes of wrenches are required both in construction work and as part of the equipment furnished.

"W. & B." Diamond Trade Marked Wrenches have a design to meet the need of every branch of industry, manufacturing, agricultural, railroad building, etc. We are in touch with the World's progress in inventions and processes and can fill your needs.

Get them from your nearest jobber or send order direct.

Write for Catalogs 74-B and 75-B.

The Whitman & Barnes Mfg. Co.

Established 1854

Factory at

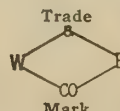
ST. CATHARINES

ONTARIO

STOCKS CARRIED AT WINNIPEG AND MONTREAL



Tools of
Quality
Bear These
Marks



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

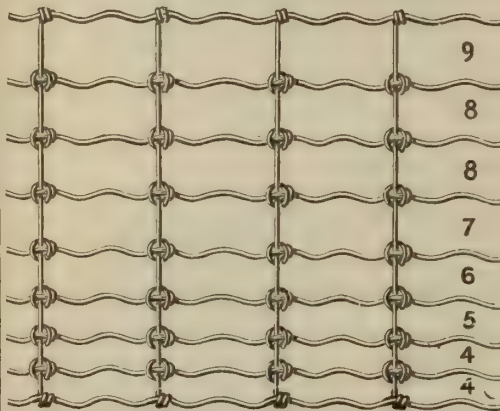
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

STOVE TRIMMINGS

Dampers, Damper Clips, Stove Pipe Registers, Stove and Furnace Pokers, Cover
Lifters, Towel Rods, Scrapers, Stove Knobs, Wire Bails, Screw or Furnace
Pulleys, etc.

Our Stove Trimming Catalogue will be sent to any firm interested in
high-grade trimmings.

OTHER SEASONABLE GOODS WE MAKE.

Waffle Irons, Andirons, Door Knockers, Lamp Brackets, Soldering Sets,
Harness Hooks, Latches, etc.

Stover Mfg. Co., ⁷⁰⁹ East St. **Freeport, Ill.**



Combination Damper Clip

Made of steel. No rivets required. Posi-
tive and easy locking device. This clip
will save time installing furnaces.

Order a sample lot of them to-day.

**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE BY

McKINNON CHAIN COMPANY

Sales Office:
BUFFALO, N.Y.

Factory:
ST. CATHARINES, ONT.

See The
Swell?

MADE IN
CANADA

SIMONDS HACK SAW BLADES



MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

Quality Did It

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co., in Canada.

“American”
“Arcade”
“Great Western”
“Globe”
“Eagle”
“McClellan”
Kearney & Foot
“J. B. Smith”

All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment.

And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber Can Supply You

NICHOLSON FILE CO.

PORT HOPE - ONT.

Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.



MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

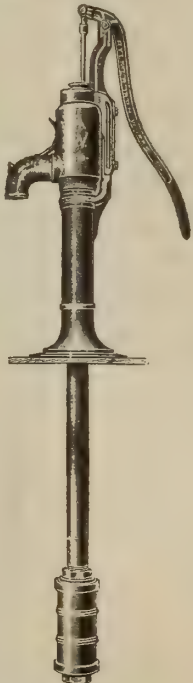
Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

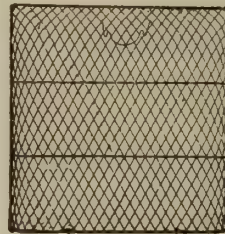
In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO

HOW ABOUT YOUR STOCK OF FIRE-PLACE SCREENS & FENDERS

OUR GOODS ARE STANDARD



WHEN YOU ARE IN THE MARKET FOR

Wire Cloth
Perforated Sheet Metals
General Wire and Iron Work

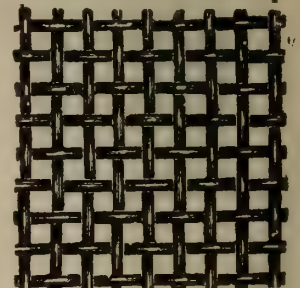
Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.



GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE



MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

METALS

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

THE TREMENDOUS GROWTH

Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. THERE IS ONLY ONE REASON — THAT IS QUALITY

WRITE TO-DAY FOR SAMPLES AND PRICES. Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 54 Yonge St., Toronto; H. W. Glassco, Winnipeg.

This Mark is the Assurance of LAMPBLACK QUALITY

TANK LUGS

For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. Malleable Iron, best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

PHENIX HANGERS and FASTENERS

Provide the easiest, surest and best manner of hanging storm sash. It's as simple as picture hanging. For ventilation or clean windows, swing them out.

You can profit in small amounts many times multiplied — constantly multiplied by stocking Phenix Hangers and Fasteners and pushing them. Hangers retail at 10c, Hangers and Fasteners at 15c and 25c.

A request for our catalogue, prices and discounts is the first step. Write for them to-day.

PHENIX MANUFACTURING CO.
2030 Center Street, Milwaukee, Wis.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes.

If your Jobber won't supply them write us

CANADIAN ROPE BUCKLE CO. Hamilton Ontario

**"WE MAKE NOTHING ELSE
And our goods show it."**



**YOU CANNOT AFFORD TO OVERLOOK
The "Norcross" Cultivator-Hoes and Weeders**

They are the result of 20 years' experience in the exclusive manufacture of this ONE line. We guarantee them superior to all imitations.

Particular gardeners are quick to notice such articles as these. After once introduced, your sales will rapidly increase. They add more pleasure to gardening by lessening labor—any woman can EASILY use them.

Canadian Jobbers who handle the "Norcross" line are McLennan, McFeely & Co., Ltd., Vancouver, B.C., Lewis Bros. Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont., J. H. Ashdown Hardware Co., Ltd., Winnipeg, Merrick-Anderson Co., Winnipeg, Jas. Simmons Ltd., Halifax, N. S., The S. Hayward Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS

C. S. Norcross & Sons, Bushnell, Ill., U.S.A.

PATENTEES and SOLE MANUFACTURERS

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

BLACK JACK

**QUICK
CLEAN
HANDY**

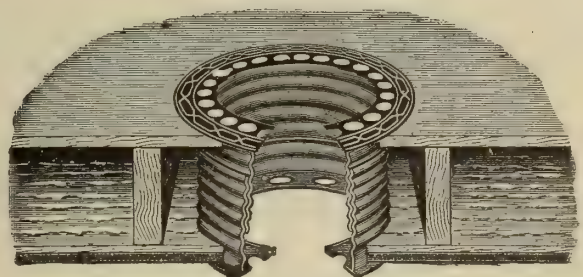
3/4-lb. tins—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERs**

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

**ALL YOUR CUSTOMERS WILL WANT THIS
SAMUELS' DUSTLESS
ASH SIFTER**



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.
MANUFACTURED ONLY BY
J. SAMUELS, TORONTO, ONT.

ED. BRAND Machinery for

Specialist in the Wire Trade
for 15 years

472 Moss Lane East

MANCHESTER, ENG.

Plants working in
all parts of the
world giving complete
satisfaction.

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from
wire, such as:

Barb Wire, Bolts, Coach Screws,
Cotter Pins, Cut Nails and

Tacks, Electric

Welded Chains,

Furniture Springs

Hinges, Hooks,

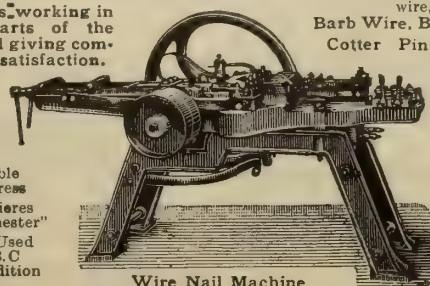
Locks, Nails,

Rivets, Screws,

Staples, Wire

Nails, Etc., Etc.,

Etc.



Wire Nail Machine

Cable
Address
"Filiars
Manchester"
Code Used
A.B.C.
5th Edition

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

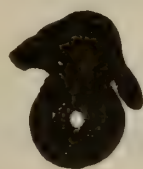
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacture. Correspondence invited from firms wishing to be represented.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

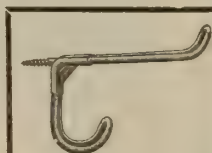
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BOILERS.



HARDWARE MEN

Put in a stock of
FEED COOKERS

Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



ARMSTRONG PLANER TOOLS
Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BRO. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

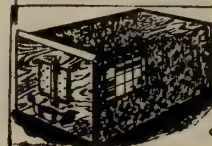
ONE

with an assortment
of Cutters
EQUAL A DOZEN
FORGED TOOLS.



HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

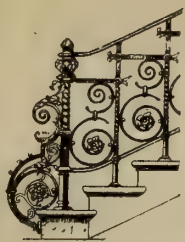
When writing advertisers kindly mention having seen the advertisement in this paper

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

**DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO**

The "Lucky Grip" Bent Trimmer Shear

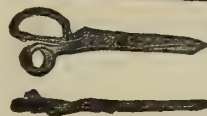
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7" - 8" - 9" Sizes
List Price
\$34, \$36, \$38 gross



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



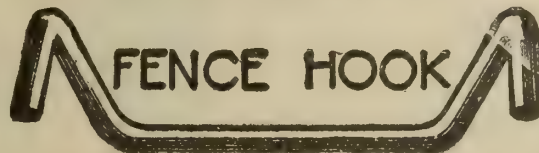
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE

HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG	PEASE FOUNDRY COMPANY LIMITED TORONTO	PEASE PACIFIC FOUNDRY, Limited VANCOUVER
---------------------------------------	------------------------------------------	---------------------------------------------



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

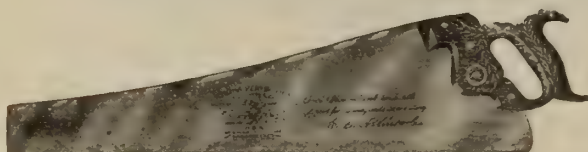
Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS

Made in Canada

A PERFECT SAW FOR EVERY PURPOSE



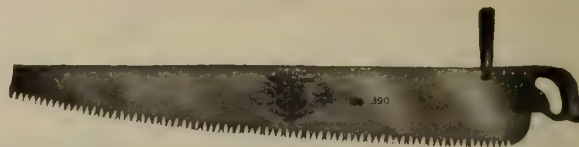
Hand, Rip and Panel Saws.



Nests of Saws.



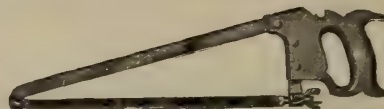
Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

One of the most successful re-tailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.
143-9 University Ave., Toronto**

PUMPS

All Kinds

**Hay Unloading Tools.
Barn Door Hangers.**

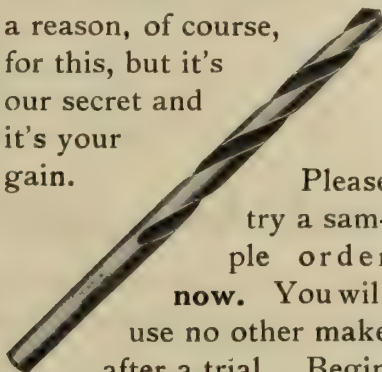
The word "MYERS" assures
QUALITY. Better write to us.

**F. E. MYERS & BRO.
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

"Morrow" Drills

will drill more holes than other makes. There's a reason, of course, for this, but it's our secret and it's your gain.



Please try a sample order now. You will use no other make after a trial. Begin NOW. All jobbers carry them.

John Morrow Screw and Nut Co., Limited

Ingersoll, Ontario
Every "Morrow" Drill is Canadian made and is guaranteed



**KERNCHEN
BUILDING
VENTILATORS**

Write for Pamphlet and Particulars.
It works on the Siphon Principle

The Brantford Oven & Rack Co., Limited.
Brantford - - - Canada

When writing advertisers kindly mention having seen the advertisement in this paper

"A little nonsense, now and then, is relished by the wisest men."

Read This Little Joke

Harassed Prisoner:

"Pray, great chief, why do you keep me tied up so long?"

Cannibal King:

"A thousand pardons, my dear missionary, but we are waiting for the consignment of paper bags from Montreal."

**Get ahead of the
Cannibal King—and
order your fall stock
of ERMALINE BAGS
NOW.**

There is a good demand for Ermaline Bags, and you might as well get the profit.

Send us a postal for samples—we will be glad to send them free of charge.

**Edward Lloyd
Limited**

508 Eastern Townships Bank Bldg.
MONTREAL

**GIVE YOUR CUSTOMERS
UTICA GOODS**



Satisfaction
Guaranteed

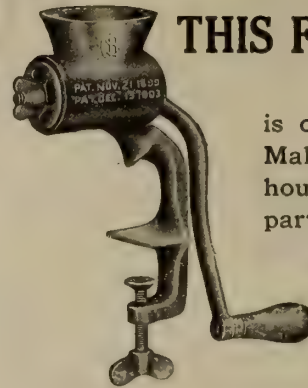


All goods carry
this trade mark



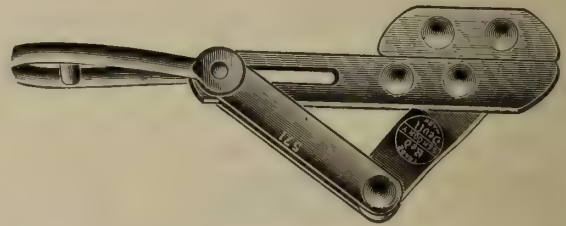
Glazier's Diamond.—Swivel head and brass
socket, well finished and strongly made.

Full line of glass cutters also carried in stock.



THIS FOOD CHOPPER

is one of our best sellers.
Makes a big hit with the
housewife. Let us send you
particulars and prices.



Buffalo Grips.—Will instantaneously grip the wire.
Special pattern also made for insulated wire.

**SMITH HARDWARE CO., Limited, 240 LEMOINE STREET
MONTREAL**

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best
material and made to stand years of hard service.

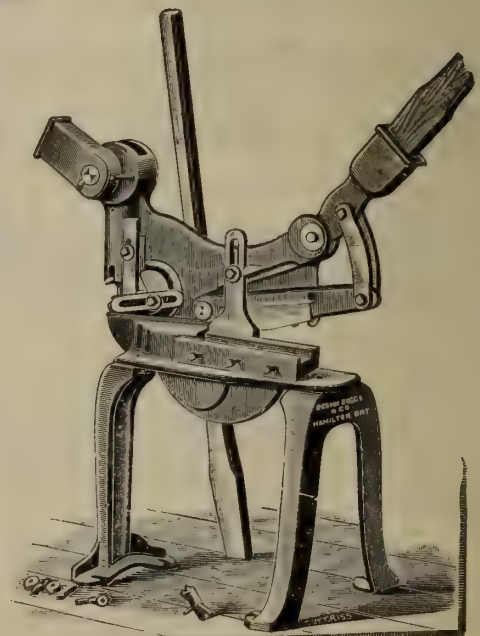
If you handle sheet metal and are not now using one of
these machines you should install one at once. You
will find it **indispensable after a trial.**

They slit any length or width of sheet required up to
their capacity. Made in two sizes, viz.—Nos. 10 and 11.
No. 10 will slit No. 12 gauge sheet iron, soft steel or bar
iron 1/4" x 2" or 3/8" round, and will punch a 5/16" hole
in 1/4" iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut
No. 10 gauge sheet iron or punch a 3/8" hole in 1/4" iron.

Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited
HAMILTON, ONTARIO, CAN.





THE PRICE OF COAL IS GOING UP

and most of the heat is going up, too—up the chimney—unless it is intercepted and used by means of a

WRIGHT'S TUBULAR RADIATOR

This takes the place of a length of stove pipe, and the heat it produces from the waste gases and smoke is sufficient to heat an ordinary room to the proper temperature. The air in the room passes through the centre portion of the Radiator by means of six tubes, and issues from the top in six columns of warm air.

It will pay you to keep these radiators in stock—especially this year, when a shortage of coal is predicted.

No.	Size.	Size pipe collar.	Weight.
10	10 x 24 in.	6 in.	12½ lbs.
100	10 x 24 in.	5 in.	12½ lbs.
14	14 x 28 in.	6 in.	18 lbs.
140	14 x 28 in.	7 in.	18 lbs.

Finished in Blue-Black Steel, with Nickered name plate.

Each Radiator Papered and Crated.

E. T. WRIGHT & CO., HAMILTON, CAN.

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B.C.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal

"Broncho Buster"

\$15
per
dozen



The new
Hercules
Halter

*A quick Seller
at 40% profit*

ARE you handling "Hercules" halters? If not, you will find the new "Broncho Buster" an excellent model to start with. It will be one of your quickest and most satisfactory sellers, for the "Broncho Buster" is superior to many \$3.00 halters, but is made to sell at \$1.75, netting you forty per cent.

Strength is the characteristic feature of all "Hercules" halters, for they are built to hold. The "Broncho Buster," being three-ply, is especially strong—a strip of raw hide between two strips of best harness leather, and stitched together with heavy waxed thread. The rawhide gives strength and the harness leather adds stability.

In the ordinary halter, the metal parts are cast and often sand pitted, causing them to be easily snapped; but in the "Broncho Buster" only extra heavy wrought steel is used,

making it like all other "Hercules" halters—breakproof.

From now to spring is the best halter selling season. The farmers will soon be tying up their colts and young horses and will be calling on you for good grade and reasonably priced halters. Our direct to consumer advertising will lead many to ask for the "Hercules" brand, so be prepared. For sale by all good jobbers or direct. Twenty lines to choose from.

HERCULES
ALTERS
OLD
HORSES

Write at once for illustrated price list.

G. L. Griffith & Son

Stratford, Ontario
Formerly of Melbourne

HARDWARE AND METAL

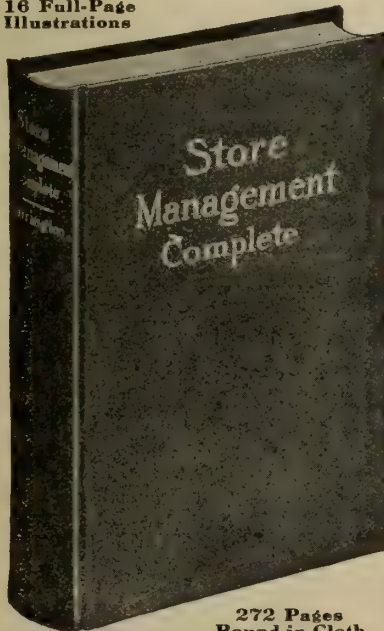
INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	87	Davidson, Thos. Mfg. Co.	26	London Rolling Mill Co.	70	Ramsay, A., & Sons Co.	66
American Bolt & Screw Case Co.	30	Dennis Wire & Iron Co.	87	Low Bros., Ltd.	55	Raymond Bros.	86
American Grinder Mfg. Co.	73	Delta File Works	17	Lufkin Rule Co.	Inside back cover	Rem. Arms Union Met. Cart. Co.	34
American Shearer Co.	86	Directory of Manufacturers	86	Lundy Shovel & Tool Co.	31	Reynolds & Jackson	71
American Wringer Co.	18	Dominion Cartridge Co.	34	McArthur, Alex., & Co.	61	Rice, Knight, Ltd.	82
Armstrong Bros. Tool Co.	86	Dominion Iron & Steel Co.	Inside back cover	McClary Mfg. Co.	28	Robertson Mfg. Co., Ltd., F. L.	96
Angle Mfg. Co.	26	Dorken Bros.	8	McDougall, R., Co.	72	Ross Rifle Co.	96
Atkins & Co., E. C.	88	Double Claw Hammer Co.	72	McGlashan-Clarke Co., Ltd.	61	Samuel, M. & L., Benjamin & Co.	83
Atlas Mfg. Co.	86	Dougall Varnish Co.	69	McHutcheon Bros.	32	Samuels, J.	85
Aylmer Pump & Scale Co.	82	Enterprise Enamel Co.	14	McKinnon Chain Co.	80	Saskatchewan Glass & Supply Co., The	88
Auto Controller Co., The	88	Fisk Publishing Co.	84	Magnolia Metal Co.	12	Schramberger Uhrfedernfabrik	23
Barber Asphalt Paving Co.	5	Ford Auger Bit Co.	70	Maple City Mfg. Co.	81	Seymour, Henry T., Shear Co.	87
Barker, D. J., & Son	24	Fox Supply Co.	78	Martin-Senour Co.	69	Sharrat & Newth	87
Barnett, G. & H.	80	Galt Art Metal Co.	11	Maxwell, D., & Sons	76	Shaw, A., & Son	87
Barton Netting Co.	76	Garlock Packing Co.	83	May & Padmore	32	Sheet Metal Products Co.	2
Belleville Hdw. & Lock Co.	1	Gibb, Alexander	86	Meakins & Sons	73	Shurly-Dietrich Co., Ltd.	67
Bemis & Call Hdw. & Tool Co.	85	Goodell-Pratt Co.	74	Metallic Roofing Co.	19	Simonds Canada Saw Co.	91
Berry Bros.	73	Greening, B., Wire Co.	10	Metal Shingle & Siding Co.	21	Smith Hardware Co.	90
Bosse & Banks	86	Griffith, G. L., & Son	92	Millers Falls Co.	20	Sorby, Robt., & Sons	75
Bowser, S. F., & Co., Ltd.	68	Gutta Percha & Rubber Mfg. Co., Inside back cover		Mitchell & Co., David	86	Southington Mfg. Co.	86
Brand, Ed.	85	Hamilton & Son, C. J.	16	Moore & Co., Benjamin	63	Spear & Jackson	13
Brandford Oven & Rack Co., The	89	Hamilton Stamp & Stencil Wks.	86	Morris & Bailey Steel Co.	10	Spooner, Alonzo W., Ltd.	86
Brown Boggs Co., The	90	Hamilton Cotton Co.	87	Morrison Brass Mfg. Co.	33	Standard Chain Co.	10
Buck Store Co., Wm.	24	Harrington & Richardson Arms Co.	12	Morrow, John, Screw Co.	89	Standard Paint & Varnish Co.	65
Buffalo Mfg. Co.	14	Harris, J. W., Co.	77	Myers & Bro., F. E.	89	Standard Silver Co.	15
Burrow Stewart & Milne	30	Heinrich, R., Sons Co.	61	National Acme Mfg. Co.	20	Stanley Rule & Level Co.	22
Burgess Norton Co.	17	Heller Aller Co.	31	National Hardware Co.	74	Star Expansion Bolt Co.	77
Cameron & Campbell	86	Hobbs Mfg. Co.	59	National Mfg. Co.	9	Steel Co. of Canada, Ltd.	6
Canada Foundry Co.	84	Howland, H. S., Sons & Co.	7	Newman, W., & Sons	86	Steel Trough & Machine Co.	20
Canada Glue Co.	11	Hutton, Jas., & Co.	84	Nickel Plate Stove Polish	85	Steffens & Nolle, Ltd.	5
Canada Metal Co.	18	Imperial Oil Co., Ltd.	25	Nicholson File Co.	81	Stephens, G. F., & Co.	63
Canada Steel Goods Co.	8	Imperial Varnish & Color Co.	55	Norcross, C. S., & Sons	85	Stevens, Hepner & Co.	75
Canada Wire & Iron Goods Mfg. Co.	82	International Varnish Co.	71	Norworthy, C., Co.	17	Stewart, Jas., Mfg. Co.	27
Canadian Carbon Co.	32	James & Reid	86	North Bros. Mfg. Co.	1	Still, J. H.	32
Canadian Copper Co.	70	Jamieson & Co., Ltd., R. C.	86	Nova Scotia Steel & Coal Co.	89	Stover Mfg. Co.	80
Can. Fairbanks-Morse Co., Ltd.	2	Jardine, A. B., & Co.	23	Oakey, John, & Co.	70	Stratford Mfg. Co.	30
Canadian Ferrostee Co.	16	Kampfe Bros.	78	Ohio Foundry Co.	24	Tallman Brass & Metal Co.	84
Canadian Hart Wheels	86	Kuhne, Anderton Mfg. Co.	14	Oneida Community, Outside back cover		Thompson, B., & S. H.	82
Can. Heating & Ventilating Co.	23	Laidlaw Bale Tie Co.	76	Ontario Lantern & Lamp Co., Ltd.	75	Toronto Plate Glass Importing Co.	61
Canadian Oil Cos.	66	Leslie, A. C., & Co.	33	Otterville Mfg. Co.	84	Townsend & Co., S. P.	16
Canadian Tube & Iron Co.	91	Lewis Bros., Ltd.	3	Owen Sound Steel Press Wks.	31	Walker Bin & Store Fixture Co.	79
Canadian Rope Buckle Co.	84	Lloyd, Ed.	89	Owen Sound Wire Fence Co.	80	Want Ads.	64
Caverhill, Learmont & Co.	4	London Bolt & Hinge Works	85	Parmenter Bullock Co., The	86	Ware Mfg. Co.	76
Chatham Malleable & Steel Mfg. Co.	74	London Foundry Co.	77	Pease Fdry. Co.	87	Western Distributors, Ltd.	86
Chicago Spring Butt Co.	1			Peterborough Lock Co.	72	Wheeler & Bain	16
Clare Bros. & Co.	29			Pinchin-Johnson & Co., Ltd.	59	White Mop Wringer Co.	70
Collette Mfg. Co.	72			Pittsburgh Lamp Brass & Glass Co.	93	Whitman & Barnes Mfg. Co.	79
Cowan & Britton	78			Pink, Thos.	19	Wilkes-Martin-Wilkes Co.	84
Cummer-Dowdell, Ltd.	21			Phenix Mfg. Co.	81	Winnipeg Paint & Glass Co., Ltd.	65

Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON
A Companion Book to
Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

You'll Sell
This Lamp

The Pittsburgh Mammoth



There's always a market for store lamps. And in the fall the sale is better than ever.

The Pittsburgh Mammoth is the best store lamp made, bar none. It's big, strong, handsome and decidedly efficient. It gives more light and burns longer than any other lamp of its kind.

Furthermore it sells readily because it's well known. You should have a good supply of Pittsburgh Mammoth Lamps. If your stock's low, drop us a postal.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Office  119 Wortley Road,
London, Ont.

R. E. DAVIS, Special Representative
General Offices and Factories: PITTSBURGH, Pa., U.S.A.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.
- Aluminum Ware**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wonderline Limited, Toronto.
- Ammunition**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
- Animal Traps**
Oneida Community Ltd., Oneida, N.Y.
- Anchors**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Babbitt Metal**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bar Iron**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bale-Ties**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bar Urns**
Buffalo Mfg. Co., Buffalo, N. Y.
- Bath Room Fittings**
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.
- Belting**
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages**
E. T. Wright & Co., Hamilton.
- Binder Twine**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts**
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts—Expansion**
Star Expansion Bolt Co., New York.
- Brackets Shelf**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.
- Brass Goods**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Brushes**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
- Cans**
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Carriers, Cash and Parcel**
Hamilton Brass Mfg. Co., Hamilton.
- Carpet Sweepers**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles**
Guelph Spring and Axle Co., Guelph.
- Cartridges**
Dominion Cartridge Co., Montreal.
- Cash Registers**
National Cash Register Co., Toronto.
- Cattle and Trace Chains**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community Limited, Niagara Falls, Ont.
- Cement**
Canada Cement Co., Montreal, P.Q.
A. H. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Churns**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Chafing Dishes**
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.
- Chaplets**
S. Cheney & Son, Manlius, N.Y.
- Clippers—All Kinds**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Coates-Clipper Mfg. Co., Worcester, Mass.
- Clocks**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines**
Cummer-Dowdell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers**
Cummer-Dowdell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
- Cold Rolled Strip Steel**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Cow Ties**
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors**
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery—Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills—High Speed**
Alexander Gibb, Montreal.
- Drinking Cups**
Hero Mfg. Co., Philadelphia.
- Dry Batteries**
Canadian Carbon Co., Winnipeg.
- Eavetroughs**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels**
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.
- Electric Fixtures**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
- Emery Cloth**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fencing—Woven Wire**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diaston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition**
Harrington & Richardson Sons Co., Worcester, Mass.
O. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.
- Fire Escapes**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fine Irons**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Floor Scrapers.**
Fox Supply Co., Brooklyn, Wis.
- Food Choppers**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers**
Chicago Flexible Shaft Co., Chicago.
- Forgings**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves**
- Galvanizing**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron**
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Gas Fixtures**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental**
Consolidated Plate Glass Co., Toronto.
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds**
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grinding Machinery.**
London Emery Works, London, Eng.
- Grindstones**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns**
Harrington & Richardson Arms Co., Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers**
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles**
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Hay Unloading Tools**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
- Hinges, Spring**
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.
- Hockey Sticks**
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.
- Hooks**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops—Steel and Wire**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails**
Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
London Rolling Mill Co., London.
- Iron Pipe**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
- Knife Polish**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders—Shelf**
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene

Maple City Mfg. Co., Monmouth, Ill.

Lampblack

The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Supplier Hardware Co., Philadelphia
Clippner Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods

Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes

Stover Mfg. Co., Freeport, Ill.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKeechie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers

Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.

Oakey, John, & Sons, London, Eng.

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto.

Mop Holder

Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers

Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire

Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers

Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves

McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire

Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes
Berry Bros. Limited, Walkerville, Ont.
Brandram, Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover

Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals

Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron

Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.

Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers

Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives

International Tool Co., Detroit.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps

Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty

Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps

Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Onida Community, Ltd., Niagara Falls.

Razors

Gillette Safety Razor Co., Montreal.
Greiff-Breit & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.

Dorker Bros. & Co., Montreal.
Jas. Sutton & Co., Montreal.
Knappe Bros., New York.

Razor Blades

Schramberger, Uhrederfabrik, Schramberg, Germany.

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton.

Carborundum Co., Niagara Falls, N.Y.
Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers

Jas. Stewart Mfg. Co., Woodstock, Ont.

Canadian Ferroteel Co., Bridgeburg.

Rivets

Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.

Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope

Independent Cordage Co., Toronto.

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws

Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets

P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts

National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood

P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Seythe Stones

The Carborundum Co., Niagara Falls, New York.

Shears, Scissors

Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes

Cameron & Campbell, Toronto.

Shells

Berry Bros., Walkerville.

Shovels and Spades

Spear & Jackson, Sheffield, Eng.

Sieves and Screens

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Silverware

McGlashan, Clarke Co., Niagara Falls.
Onida Community, Ltd., Niagara Falls.

Sporting Specialties

Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs

B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, Etc.

Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle

Berry Bros., Walkerville.

Stains, Wood

Berry Bros., Walkerville.

Staples

B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed

Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops

Steel Co. of Canada, Ltd., Hamilton.

Stencils

Hamilton Stamp & Stencil Co., Hamilton, Ont.

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders

Hamilton Brass Mfg. Co., Hamilton, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton.

Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.

Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.

Stoves, Gas

Burrow, Stewart & Milne Co., Hamilton.

Tacks

The Steel Co. of Canada, Ltd., Hamilton.

Tapes

Jas. Chesterman & Co., Sheffield, Eng.

Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor

The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate

Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools

The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.

Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorny & Sons, Sheffield.

Stanley Rule & Level Co., New Britain.

International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders

American Grinder Mfg. Co., Milwaukee, Wis.

Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks

Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton.

Renfrew Scale Co., Renfrew, Ont.

Varnishes: See Paints

Berry Bros., Limited, Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators

Harris, J. W., Co., Montreal.

Vises

Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdall Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster

Manitoba Gypsum Co., Winnipeg.

Waffle Irons

Stover Mfg. Co., Freeport, Ill.

Wagons—Children's

Woodstock Wagon Co., Woodstock.

Washers

P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead

Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
Howard, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Window Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton

Wire Guards

B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper

B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats

Andrews Wire Works of Canada, Ltd., Watford, Ont.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery

Ed Brand, 472 Moss Lane., Manchester, Eng.

Wire Products

Andrews Wire Works, Watford, Ont.

Wire Rope
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs

B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Jas. Steele Limited, Guelph, Ont.

Wood Finishes

Berry Bros., Walkerville.

Wrenches

Cochran Pipe Wrench Co.
Whitman &

42 Bulls Eyes and 3 Inners out of 45 Shots at 800, 900 and 1,000 Yards Total 222 out of 225



This Score of Sgt. Russell's in the Palma Trophy Competition at Ottawa on Sept. 14, established a new World's Record, and the Ross Service 303 Rifle and Ross Ammunition made this record possible.

You are probably selling foreign sporting rifles on the reputation of years ago—sell Ross Rifles now. They are the most accurate and the most powerful rifle on the market, and they are made in Canada.

We suggest special attention to the Ross High Velocity 280 Model. It retails at \$70.00, and offers the highest grade arm for men who appreciate the best. You surely have some such among your trade.

Have at least one of these on hand to show. Other models at from \$25.00 upwards.

ROSS RIFLE CO. - QUEBEC



PAT. FEB. 2, 1909

ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

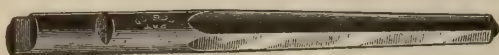
We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG,

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street,

F. J. Schuch, Agent



DOMSTEEL

Wire Products

**"From Ore to
Finished Product"**



**Nail Wire, Rivet Wire, Annealed Wire,
Straightened and Cut to Length**

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our High Grade Steel Products are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron and Steel Co., Ltd.,

**HEAD OFFICE AND WORKS:
SYDNEY, N. S.**

Sales Offices: Sydney, N. S., and 112 St. James St., Montreal



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

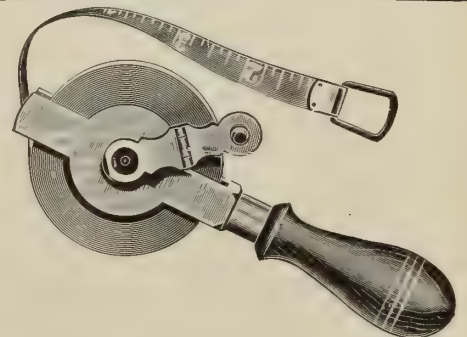
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, **WINDSOR, ONT.**



CATALOGUE
ON REQUEST

COMMUNITY SILVER



"A CASE OF LOVE AT FIRST SIGHT"

©1912, By ONEIDA COMMUNITY, LTD.



CHESTS of Community Silver range in price from \$20 to \$200
6 Teaspoons, \$2⁰⁰ (Engraving extra)

ONEIDA COMMUNITY, LTD., ONEIDA, N.Y.

P.S. We also make Oneida Community RELIANCE PLATE It offers exceptional value—6 Teaspoons, \$1⁰⁰

IN CANADA, \$2.50

In Canada, \$1.25

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV,

Publication Office: Toronto, Canada
October 19, 1912

No. 42

Facts When You Want Them



You can have, at a moment's notice, an accurate, up-to-the-minute statement of the important items of your business if you use

The National Office Register

This machine makes printed records of office transactions, and adds and classifies what it prints.

It compels a correct entry, furnishes information and protection on moneys handled and records kept, and at the same time an immediate personal audit on any or all departments of the business.

It saves time, labor and expense, and simplifies office system. Can be built to meet your particular requirements.

WRITE FOR FREE BOOKLET

THE NATIONAL CASH REGISTER COMPANY

285 YONGE STREET, TORONTO

Canadian Factory: Toronto



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

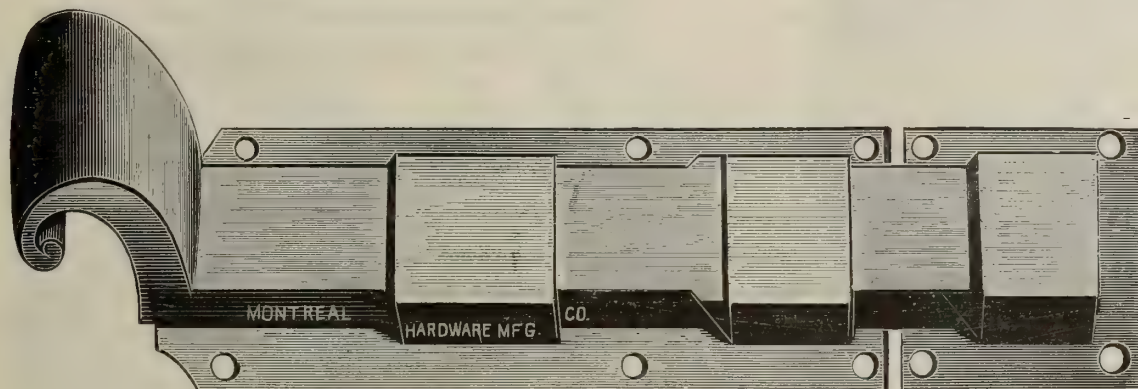
or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.

POLISHED HEAVY DOOR BOLTS



Specially made for very heavy doors, very finely finished, and suitable for the very best work,

Montreal Hardware Manufacturing Co., Limited

Manufacturers of Butt Hinges, Light T Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL,

CANADA

Breast and Hand Drills

With Right and Left-hand Ratchet Movements

No. 1545



3 JAW
DOUBLE
SPEED

HAND DRILLS

Chuck holds $\frac{3}{8}$ diameter.
Length of Drill 16 $\frac{1}{2}$ in.
Handle has Magazine for Drills.

No. 1530



3 JAW
SINGLE
SPEED

Chuck holds 3-16 diameter.
Length of Drill 10 $\frac{1}{2}$ inches.
Handle has Magazine for Drill

No. 540



2 JAW
SINGLE
SPEED

No. 1555



3 JAW
DOUBLE
SPEED

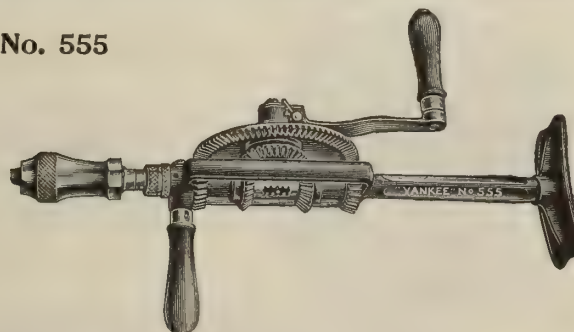
BREAST DRILLS
Chucks hold $\frac{1}{2}$ diameter.
Length of Drill 18 in.

All our other 8 Styles

of "YANKEE" BREAST and HAND DRILLS

have the same unique Ratchet movement found in the No. 555 and which is found in no other Drills made

No. 555



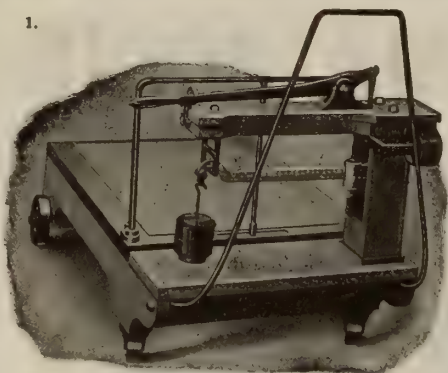
They are constantly advertised; and called for by mechanics. Better stock a large assortment this fall and swing more of this valuable trade your way.

Your jobber will supply you.

Let us send you our 1912 catalog.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

1.



**"DOMINION" FARMERS'
TRUCK SCALE**

in front permit the scale to be turned with ease.

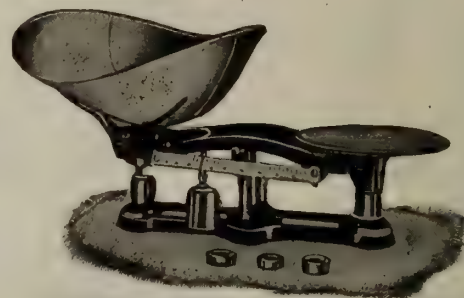
Our "Crown" Even Balance Scale is one that you can either use or sell.

It is a neat scale furnished with tin scoop and side beam.

Write for full particulars and prices at once.

The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL TORONTO SASKATOON
ST. JOHN WINNIPEG
VANCOUVER OTTAWA CALGARY VICTORIA



"CROWN" EVEN BALANCE SCALE

The S. M. P. Seamless Round Gem Roasters

Made in Pearl Enamelware and Black Steel

Self-Basting Self-Browning Satisfactory Sanitary

Perfectly smooth and seamless—that's easy to clean



*Fitted with
Steamer
in Pearlware only*



Requires absolutely no attention. Have a look at them

Size - - 12 in. x 8 in.

Prices on Application

The SHEET METAL PRODUCTS CO. of Canada, Limited

Successors to KEMP MANUFACTURING COMPANY

Montreal

TORONTO

Winnipeg

BLACK

BLACK DIAMOND

DIAMOND

FULLY

GUARANTEED

AXES

Have the Qualities which appeal to the man who uses an axe.

THE BALANCE
THE HANG

CLEAN CUTTING and
CHIPPING EASE

They take and hold a sharp cutting edge.

ATTRACTIVE FINISH
and
SYMMETRICAL OUTLINE

BLACK DIAMOND
Axe Catalogue
No. 39
Sent Upon Request.



SINGLE BIT, MICHIGAN PATTERN



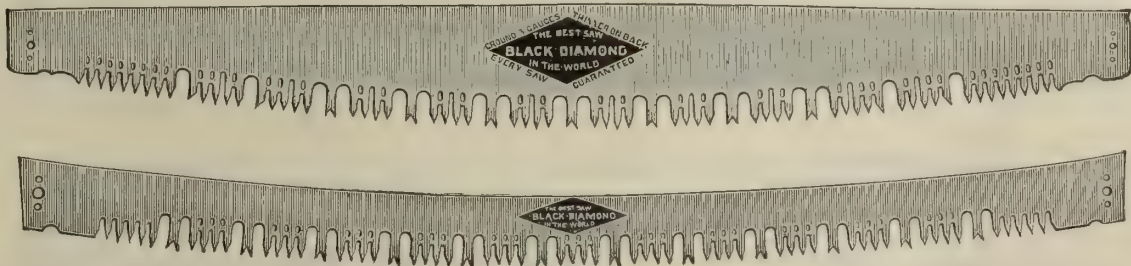
DOUBLE BIT, MICHIGAN PATTERN

HIGHEST POSSIBLE GRADE. PRICES REASONABLE.

Stocked in all Popular Patterns and Sizes.

Black Diamond Cross-Cut Saws

Are Strong Favorites with Sawyers—Because they are fast cutting, Require Little Filing, Clear Well, and do not Bind in the Kerf.



Send us a Mail Order, or give our Salesman an Order. We Replace Any Defective Axes and Saws Bearing Our BLACK DIAMOND Brand.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

A NEW PENINSULAR RANGE



The Alert Peninsular

This is a new moderate priced Cast Iron Range with four or six-hole top, oven 18 in. square, duplex grates and loose nickel trimmings. It is a very attractive range, and will be a good seller.

No.
49-18
68-18

Covers
4-9 inch
6-8 inch

Size of oven
18 x 18 x 11
18 x 18 x 11

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.

Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver

The Mechanics Supply Co., Quebec, Que.

Plymouth Rope Policy

How It Affects You

"I have had all sorts of inducements given to obtain my order for rope, even to a written guarantee to be equal to Plymouth in every respect, but your rope had always given satisfaction, and I preferred to deal with people who could be relied upon to give the best without the necessity of being bound by any guarantee."

The claim "equal to Plymouth" will always be heard. It's another way of saying that Plymouth rope is the recognized standard.

Plymouth holds that place by virtue of highest quality year in and year out to every customer big or small.

Alliance with Plymouth means protection of your customers' interests—a policy that will make your position in the local field akin to ours in the nation's business.

Talk these facts over with our distributor's salesman. He knows.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS



The Mark of Leadership

55 Colborne Street, Toronto, Canada

**Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg
and Vancouver.**

**THE
STEEL COMPANY OF CANADA
LIMITED**

**White Lead
Tiger Brand
100% Pure**



Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Samson Ready-Roofing

has proved its value in all cases where it has been properly used. You can recommend Samson Ready Roofing to your customers, as being an ideal protection for verandas, barns, bungalows and other buildings, large or small, where a

Substantial and Reliable

roofing is required at a reasonable cost. Our illustration shows a large agricultural warehouse which is protected by Samson Ready Roofing. No matter what class of building you have to protect from the elements you can depend absolutely on one thing: *The Samson Roof is Weatherproof.*

SEND US YOUR ORDERS.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

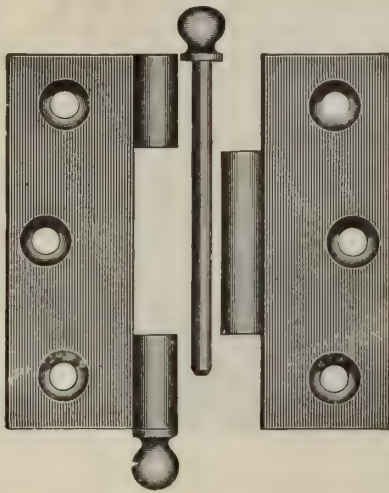
WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Crescent Brand HARDWARE



Butt Hinges

Strap Hinges

Tee Hinges

Barn Door Hangers

Parlor Door Hangers

Trolley Hangers

Hinged Hasps

Shelf Brackets

Wrought Staples

Rollston Pulleys

Gate Hooks

Wagon Hardware

Etc. Etc. Etc.

Steel Sheets

Bands

Bars

Rods

Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

-

CANADA

***Just Hand Your Customers The "Bayard"
Baby Automatic Pistol, That's All.
The Safest And Most Popular Pistol***

***Caliber .32
The Little
Giant***

Length of Pistol $4\frac{3}{4}$ inch
Height of Pistol $3\frac{3}{8}$ inch
Thickness of Pistol $\frac{5}{8}$ inch

Penetration at 10 yards: Four $\frac{3}{4}$
inch Pine boards placed 2 inches
apart.



***Caliber 7.65 $\frac{M}{M}$
A Midget
Automatic***

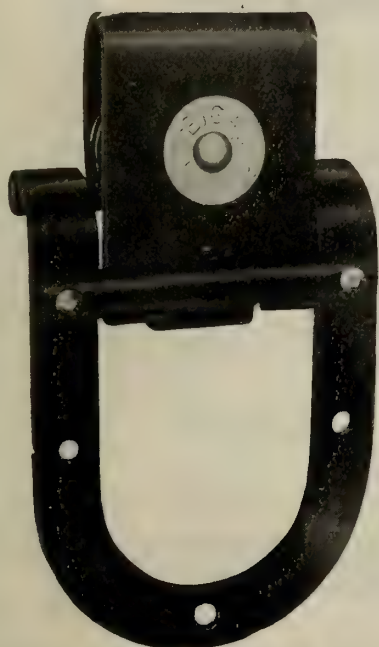
Weight of Pistol Magazine
empty $15\frac{3}{4}$ ozs.
Weight of Pistol Magazine
filled 17 ozs.
Initial velocity of bullet .. 837 feet
Penetration 100 yards: Three inch
Pine boards placed 2 inch apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. pistol, although it shoots the powerful .32 Cal. cartridge. You cannot shoot it until it is properly closed, making accidents impossible.

For Sale By All Leading Wholesale Hardware Houses

We Initiate—Never Imitate

Hanger Superiority



Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

Simple in construction.

Easily attached to door.

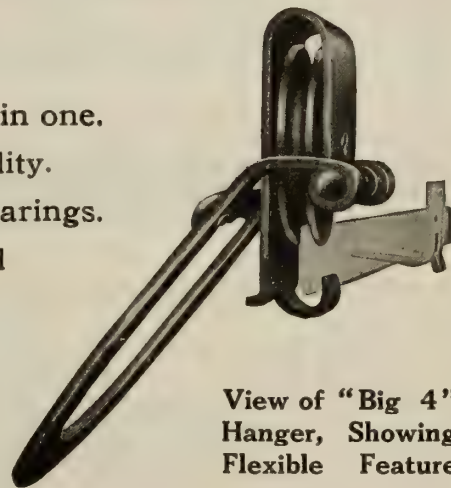
Flexible and rigid hanger in one.

Great strength and durability.

Anti-friction steel roller bearings.

Axles and rivets galvanized
to prevent rust.

Shoulder on axle pre-
vents wheel housing
from binding.



View of "Big 4"
Hanger, Showing
Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from $1\frac{1}{4}$ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



WIRE ROPE

For Hauling Threshing Machines
and Moving Buildings.

Hay Fork Ropes, Etc.

We manufacture all kinds of Wire Rope for all
purposes.

Wire Rope Fittings.

Wire Rope Grease

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

HARDWARE AND METAL



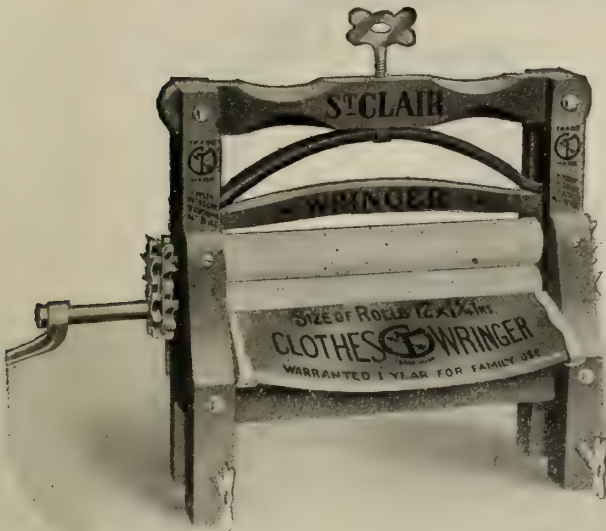
Cummer-Dowsell Clothes Wringers



of every description.



for every need.



**Always
the Best**



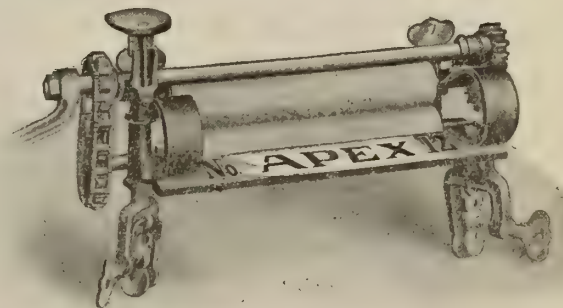
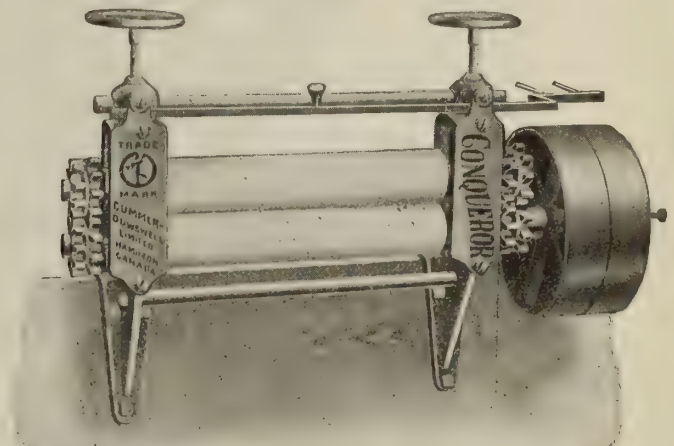
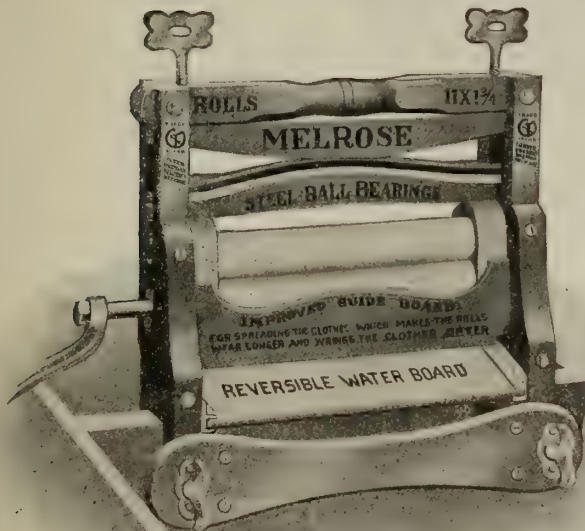
With New
Improvements
they are
to-day

**Better
Than Ever**



Thirty Years Experience Making Clothes Wringers Back Them

Guaranteed One, Two, Three and Five Years in Family Use.



They're BEST because of their

Unusual Wearing
Perfect Wringing
and Easy Running

Qualities

Sold through trade—made at the largest Wringer factory under the British Flag

CUMMER-DOWSWELL LTD.

HAMILTON

CANADA

Our new Anti-Chemical Black all Rubber Roll is a Winner



The name Yale helps make the Sale



The Six Best Sellers

Here is some "talk" about Yale Padlocks, gathered up from our Sales Department who tell us that in our enthusiasm for talking "new goods" we sometimes overlook the fact that we have the largest and best line of Padlocks made, and should talk about the "old reliables"

now and then—the Padlocks of which some are stocked by practically all hardware merchants—most merchants should stock more.

We suggest that you check your stock against the illustration on the facing page; tell us the result, and ask us for a copy of our little book "Suggestions for Selling Yale Padlocks."

Yale Padlocks—the originals

The quality line; often copied but never equalled

THE advertised line, that establishes itself definitely and permanently with the consuming public *before* it was advertised. The line with a name that requires no introduction—consumers accept it without hesitation—knowing it to be the best.

Designed, developed, sold and backed by the great factory whose *products* have stood the test of use, and whose *business methods* have stood the test of years of association with the hardware trade.

The Line which has stood out for *quality* since the day its first padlock was sold. The Line which justly deserves the representation of the hardware dealer who wants to offer his trade the best the market affords.

The Line that will make a good profit and still sell at prices which are consistent and reasonable. Every sale of Yale Products helps to create and build a stronger relation between the merchant and his customer.

Consumers purchase Yale Products readily and pay good prices for them because they have confidence in the line. This confidence was not *created* by paper advertising, but by many years of persistent, heroic and successful effort to "stand pat" on the original policy of *quality* and *individuality*, first, last, and all the time. An unchangeable and enduring record which has been created by an actual selling of the goods.

The Advertising now *keeps* the line constantly before the consuming public and *creates* an *increased* demand on the hardware dealer for the old reliable line that makes good every time it is given a chance.

The name YALE helps make the Sale.
The quality helps keep alive a friendship which
creates business and holds it.
Yale Padlocks fill any specification.

Canadian Yale & Towne Limited

Makers of YALE Products in Canada

General Offices and Works: St. Catharines, Ont.



No. 853 "Standard."
Ten Sizes, $\frac{3}{4}$ to 3 $\frac{1}{2}$ inches.



No. 850
Pin-tumbler.

Four sizes,
 $1\frac{1}{2}$ to 2 $\frac{1}{2}$ inches.



No. 745 "Defender."
Two sizes, 1 $\frac{1}{2}$ and 2 inches.



No. 805 "Ironside."
Three sizes, 1 $\frac{1}{8}$ to 2 inches.



No. 565 "Defiance."
Two sizes, 1 $\frac{1}{2}$ and 2 inches.



No. 326 "Hemetic."
Three styles, 2 $\frac{1}{2}$ inches

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER

The "Keystone" is constructed upon mechanical principles which we believe are superior to those involved in the makes of any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.



The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

THE CORONA ROASTER

is a splendid YEAR ROUND SELLER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.



VERONA FLATWARE

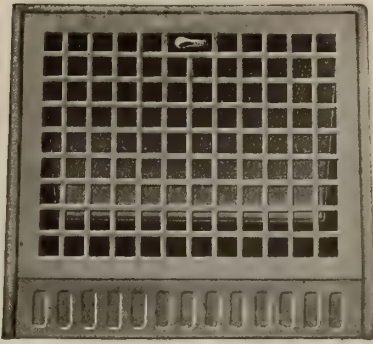
The pattern that is meeting with remarkable success. A trial order will convince you of its selling quality and we guarantee it to give entire satisfaction in regard to wear.

STANDARD SILVER COMPANY, LIMITED

Madison Ave.,

Toronto, Ont.

Manufacturers of "Silverware That Sells."



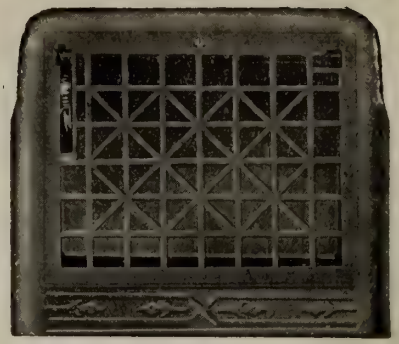
STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

The only way to make money is by using
"The Ferrosteel Line"
of Registers

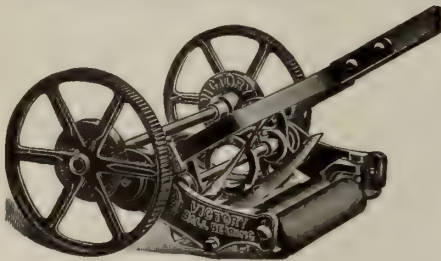
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



TOWNSEND MOWERS

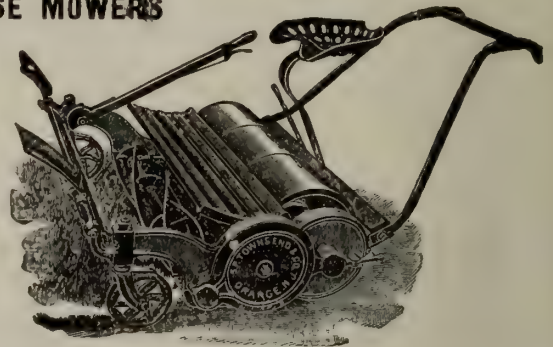
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



The Straightest
Aim

at YOUR success is the handling of quality goods. When it comes to quality, the

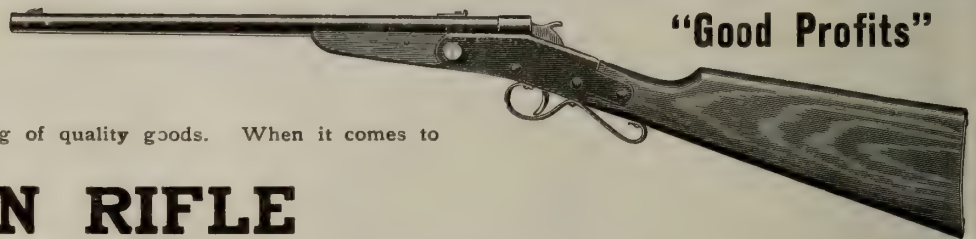
HAMILTON RIFLE

cannot be beaten for the price. It is a marvelous 22 calibre rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

For Sale By All Jobbers

C. J. Hamilton & Son

Plymouth, Mich.



"Good Profits"

Do You Want Your
Orders Filled Quickly?

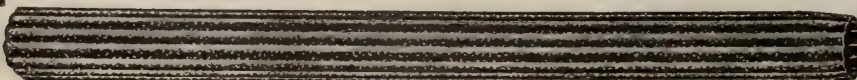
If so, send them to us.

Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Corrugated Iron, and Galvanized Iron Sheets.

Wheeler & Bain

The Quick Shippers

Toronto



72 YEARS OF DISSTON CONTROL

In these times when new firms are born every year and old ones are changing from one control to another; when many are endeavoring to *build* reputations by clever advertising, it is significant to learn of a firm with a record such as that of Henry Disston & Sons.

Aside from those sentimental feelings that naturally attach to it is the importance of this record to the users of DISSTON goods. It conveys the assurance that DISSTON Saws, Tools and Files are made to-day in the same thorough manner as for nearly four-score years, and that the efforts expended to build the high reputation achieved are still being made to maintain and enhance it.

When the statement is made that the ownership, operation and management of Henry Disston & Sons has not left the DISSTON family since the foundation of the business in 1840, it presents the products of this firm in a new light.

A man starting with the high ideals that Henry Disston did must surely impress his personality upon his sons and grandsons, and while they continue to manage and extend the business, as they are doing to-day, the same high aims and broad policies that were his will never cease to pervade the entire organization.

No man knew better the value of a reputation, and he strove to establish one that could never be surpassed. This reputation he built with his unmatched saws as a secure and lasting foundation. The business has grown to its present huge proportions because the reputation established by its founder has been greatly broadened by his descendants.

The same policies, the same spirit of advancement, the same aspirations prevail to-day, and those who purchase DISSTON products hold in higher esteem the reputation behind them than the guarantee that goes with them, for a guarantee can be given by *anyone*, while a reputation must be earned.

*Quality
Tells*

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, U.S.A.

REPRINTED FROM
THE DISSTON CRUCIBLE
OF APRIL, 1912

**Bur-Nor Blades Do Not Lose
Their Temper
Nor Heads Fly Off
The Handle**



The Reason

**50% More Service
For Less Money**

Mr. Dealer! If you can secure Hatchets that will give your customers 50% more satisfaction, giving you equal or greater profits in proportion to capital invested, *Won't it pay you to do so?* Bur-Nor Hatchets render that service. Cost you less money and your margin of gain is mighty well worth while. Write us for prices, sending us the name of your jobber *To-day*.

Burgess-Norton Manufacturing Co.
Geneva, Ill., U.S.A.

Steel Rules, Gauges,
Etc.

CHESTERMAN'S
MEASURING TAPES Linen and Steel

Engineers' Small
Tools



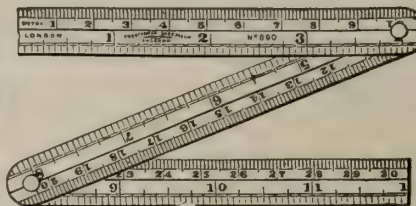
TRADE



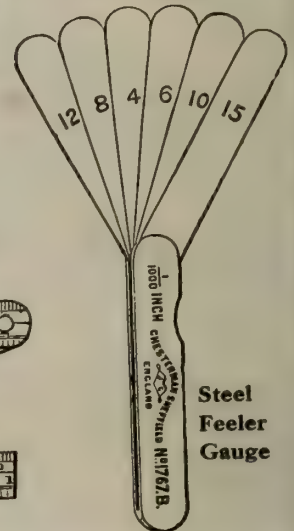
MARKS



TREBLE



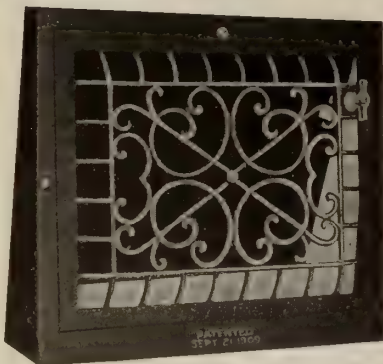
Steel Pocket Rule



Steel
Feeler
Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



The Hardwareman

*who is not
handling our*

"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

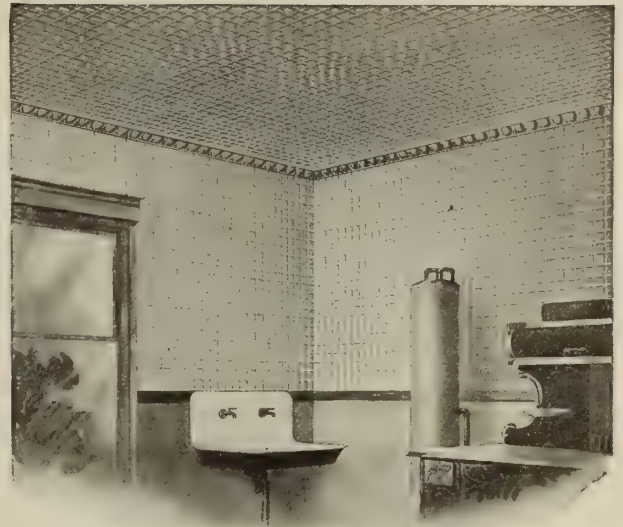
THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*



C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



PERFECT MITRES
are always made with
**THE
LANGDON
ACME
MITRE
BOX**

When supplied
with back saws

fitted by ourselves, they are warranted to do
perfect work.

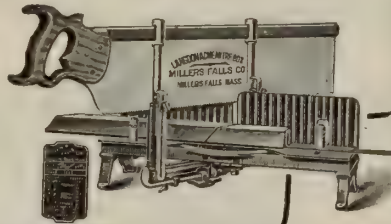
**QUICKLY
ADJUSTED
FOR ANY
ANGLE.** Some of the advantages over older models are:—In
longer guides, which hold the saw steadier. These
guides are provided with elevators to hold the
saw stationary, when desired, above the work. In
a graduated arc showing the various angles com-
monly used. In supporting guides, to hold the work in place.
In an appliance for quicker adjustment of extension lever.
In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of
saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the FREE book
"Tool Practice"

Millers Falls Co.

28 Warren Street
New York



A Good Year-round Seller !!

is within your reach. Seize
this opportunity to stock

**The "Tweed"
Sanitary Chemical Closet**

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized
Steel and is very strong, durable, attractive and guar-
anteed to be absolutely sanitary, and to
satisfy every user or money refunded.
The only closet with closed-in top.



Up-to-date facilities and special ma-
chinery enable us to produce these su-
perior grade closets at a
very low price.

We will help you to get
started by sending you
circulars, talking points,
or an expert salesman
and cut for local adver-
tising.

Large stock on hand,
can ship promptly. Get
after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED

ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

QUALITY GOODS

FOR HOT WATER HEATING SYSTEMS

The J.M.T. Globe Valve



All parts are made proportionately correct in design, and all valves are carefully
tested and fully guaranteed to give highly efficient service.

Made in three weights—STANDARD, MEDIUM J.M.T., and EXTRA HEAVY J.M.T.
A splendid all round valve which will meet any requirements—steam, water or air.
"The kind that you should keep in stock."

**The
Knickerbocker Regulator**

is a New and Absolutely Safe Remedy
for Faulty Hot Water Systems.

It is the only device that will operate auto-
matically both on open and closed systems of hot
water heating. It increases radiation from 25 to
50%, and reduces the consumption of fuel.

This device can be easily applied to old as well as new systems, and we
guarantee perfect service wherever it is installed.

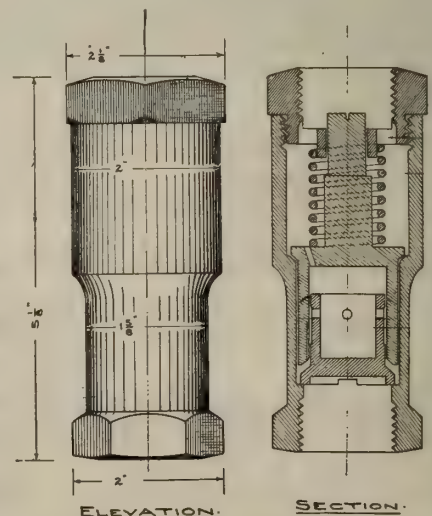
Let us send you a sample, as you may have calls for a regulator of this
kind any day.

Write for descriptive circular.

We ONLY offer the trade goods which we know will bring re-orders.
We carry a full line of Plumbers' and Engineers' Supplies.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO



Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE

MENTION HARDWARE AND METAL

METAL SHINGLE & SIDING CO. LTD.
PRESTON ONT. MONTREAL QUE.

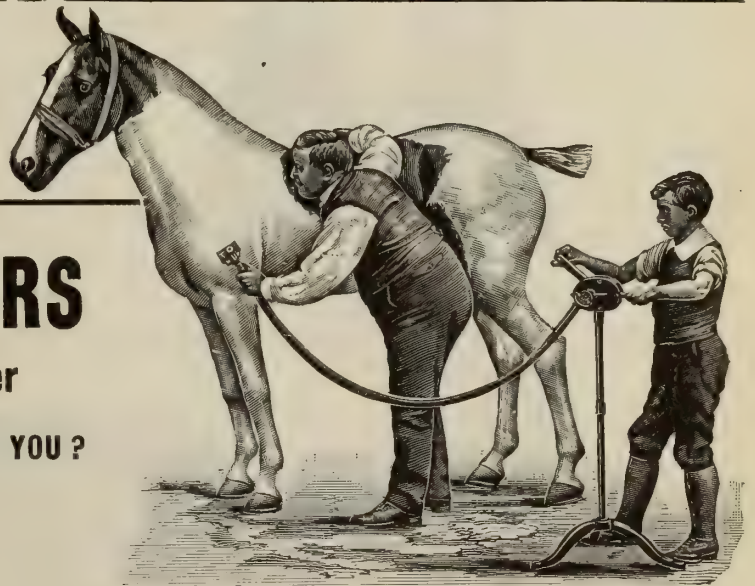
BURMAN'S CLIPPERS

Are Sold Only Through the Dealer

IS THIS PROTECTION WORTH ANYTHING TO YOU?

BARBERS' CLIPPERS
HORSE CLIPPERS
POWER CLIPPERS
SHEEP SHEARING MACHINERY
CLIPPERS OF ALL KINDS

All clippers have cut gears and interchangeable parts. Stock carried in Montreal.



**SOLD BY ALL JOBBERS
TO THE
TRADE ONLY**

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA

THE TORONTO SILVER PLATE CO.



No. 2255, 8¾ inch Casserole, \$11.00, list
No. 2256, 10 " " \$12.00, "

Linings in the above are French China, Dark Green on the outside, White inside



No. 127, Individual Cruet with
Decorated Bottles - \$2.75, list



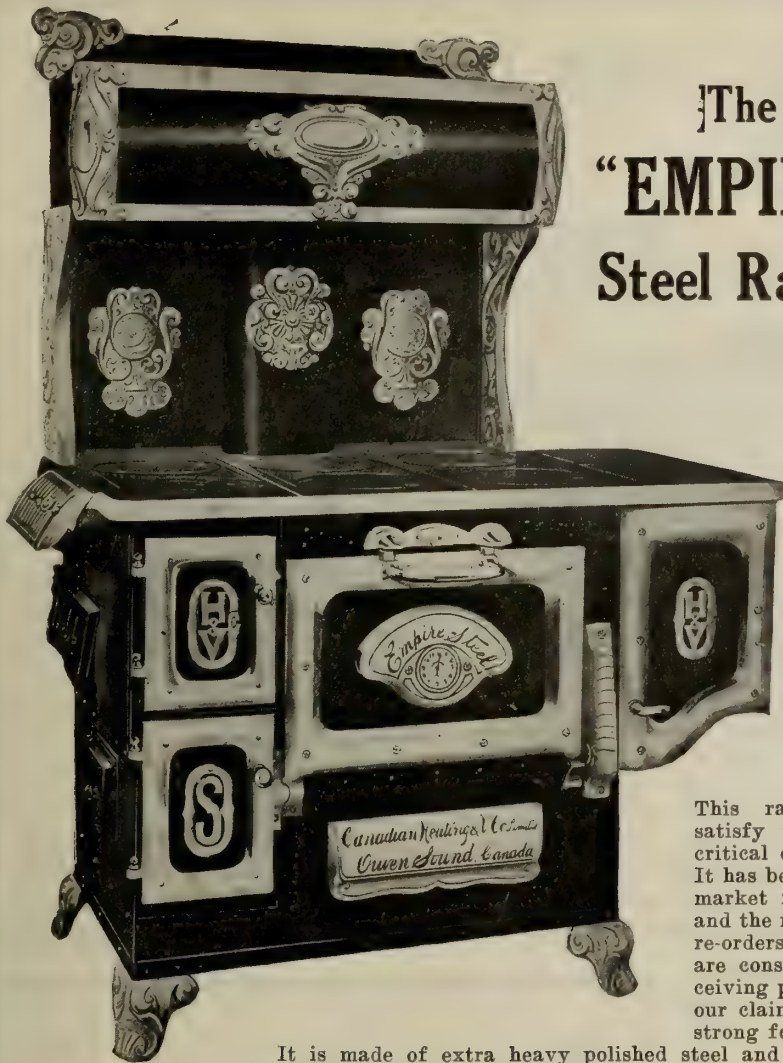
No. 128, Individual Cruet with
Decorated Bottles - \$3.00, list



No. 0248, Fern Pot. \$5.00, list.

TORONTO CANADA.

The "EMPIRE" Steel Range



This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nicked and built to wear.

This is our highest grade steel range, and, we believe, the best on the market. It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

The quality convinces, and its appearance brings scores of customers.

Absolutely guaranteed.

The Canadian Heating & Ventilating Co., Ltd.
OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.

When writing advertisers kindly mention
this paper.

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

Ermaline Cooking System

A SUGGESTION

which means

DOLLARS to YOU

Place a stock of ERMA-LINE Cooking Bags in your stove department.

You will make a good profit on your sales of Ermaline Bags, and they will draw customers to that section of your store, where you can get them talking "stoves."

Free sample sent
on request.

Edward Lloyd
Limited

508 Eastern
Townships
Bank Bldg.

Montreal





Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years the products of

Peter Orr & Sons 280 Cathedral St. GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.
PRICES QUOTED IN DOLLARS & CENTS.

Over Three Million Now in Use



PERFECTION SMOKELESS OIL HEATER

and selling faster than ever.
Are you getting your share
of the business?

Order now for spring trade.

New Perfection WICK BLUE FLAME **Oil Cook-stove**

It sells almost faster than we
can deliver. Be ready for the
rush of spring trade by ordering
now and getting your supply in
good season,



The Perfection is the best Oil
Heater made---an easy seller and a
big money-maker.

If you are not handling the Per-
fection Heater, write at once to
our nearest agency for illustrated
catalogue and full information.

The Imperial Oil Company, Limited

TORONTO
WINNIPEG



MONTREAL
ST. JOHN

HALIFAX

"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started; here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line. Write us at once for prices and printed matter.



Pure Aluminum lined "IDEAL" Fireless Cook Stoves.



The Toledo Cooker Company

1608 W. Bancroft St.

-:-

Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.



"IDEAL" Steam Cookers—the Cooker with the whistle.

Davidson's Beaver Heater

Slow Combustion Stove

Burns a Minimum Quantity of Fuel

Lined throughout with fire bricks. Body is made of cold rolled steel, and the base and top are cast iron. Has nickel plated Tea-pot Stand, and is very compact and neat in appearance.

Can be supplied in 5 sizes, No. 2, 3, 4, 5 and 6, in plain black or with nickel plated bands.

Attractive Ornamental Swing Tops can be furnished for all sizes except No. 6 only.

Write for booklet showing the different styles, with prices and full particulars.



The Thos. Davidson Mfg. Co., Ltd.

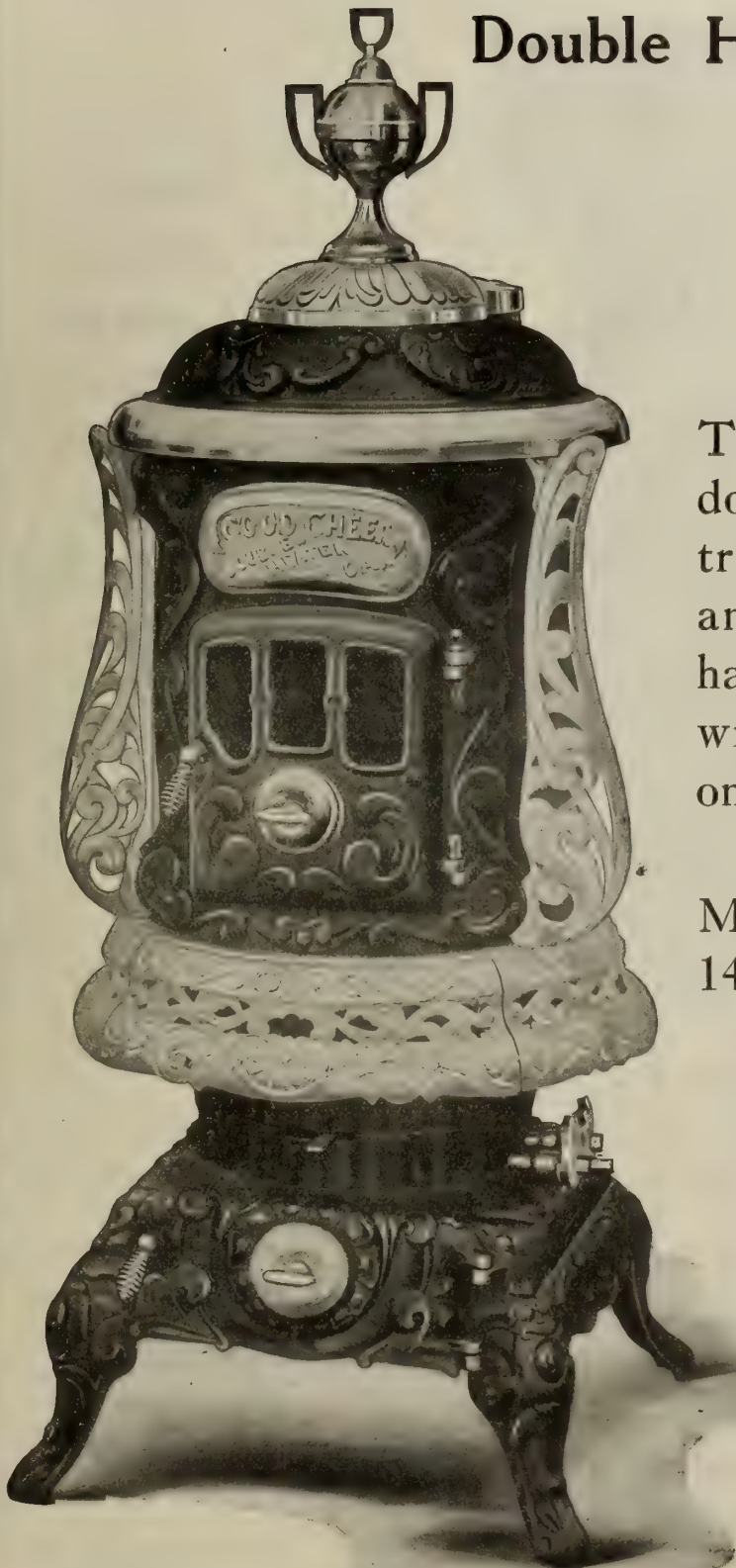
Montreal

Winnipeg

Toronto

The "Good Cheer"

Double Heater Oak



The Good Cheer, with its double heating feature, attractive design, duplex grates and solidity of construction, has become a staple heater with every dealer who has once stocked it.

Made in two sizes:---No. 154, 14" pot, No. 156, 16" pot.

**The James Stewart
Manufacturing Co.**
Limited

Woodstock - Ontario

Western Warehouse :—
156 Lombard St., Winnipeg, Man.

THE "PANDORA" RANGE

There is
more than
sixty years
experience
behind
this range.



There is no
difficulty in
selling this
range.
Put one on
your floor
it will sell
itself.

SOME FEATURES:

SEMI STEEL LININGS last years longer than ordinary cast iron.

3 BAR SHAKER GRATES—You can shake down one part of the fire without disturbing the other.

NICKELLED OVEN radiates heat rapidly and uniformly to all parts of the oven.

BURNISHED TOP easily kept clean, reduces housework to a minimum.

There are many other features---Write for our Pandora booklet

McCLARY ON
GOODS IS A
QUALITY NAME

McClary's

McCLARY'S
SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

Sales 100%

¶ Most of your sales are "caught on the fly." Salability depends on seasonability to a wonderful degree. Yesterday's sellers are today's stickers. You can't sell lawn mowers in January nor gas stoves in July.

¶ Successful salesmanship is simply imagination cashed. It's a wise merchant that forecasts his customers' needs and out of them creates demand. You don't have to urge a man to buy a thing once he's convinced he needs it.

¶ Let's get this down to brass tacks.

¶ It's fall now. Evenings are longer. Folks are spending more time indoors. More and better light is actually necessary. How many homes in your town have lamps enough, Mr. Merchant? Can you think of anything that will respond to boosting more readily? Is there anything more seasonable than lamps?

¶ Pilabrago lamps are real trade builders. You know about "Success." But that's only one. There's a complete line of plain and decorated glass lamps and glass lamps in Hopp's Solid Colors. All of them are equipped with the patented Success Burner. So they're not only ornamental—they're mighty efficient.

¶ The going's mighty good on Pilabrago oil lamps, Mr. Merchant.

¶ And we're waiting for your postal telling us to bring photographs.

¶ Aren't you going to send it to-day—right now?

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch

119 Wortley
Road



London,
Ontario

R. E. Davis, Special Representative

General Offices, - Pittsburgh, Pa., U.S.A.

"EUREKA" (ELECTRIC) VACUUM CLEANER



An
Opportunity
to make
GOOD
PROFITS

We have
the
exclusive
control of
Canada
for this
Cleaner

In addition to the rare mechanical perfection there are exclusive features about the "EUREKA" that no other cleaner can possibly have. The speed and force of the cleaner are calculated to such an exact nicety that though every solitary speck of dust is taken up, the fabric is not broken, stretched, or strained in the least. Investigate this Electric cleaner—it will prove a very profitable addition to your stock.

"Onward" Automatic Hand Power



This an ideal suction cleaner for the home that is not wired for electricity, or where the householder cannot afford an electric.

It has the greatest air displacement (this is the only hand machine that blows as well as sucks).

It is easiest to pump and easiest to empty. Has no complicated parts, as in other cleaners. Made of malleable iron and steel, and will last a lifetime under ordinary care.

Write for special discounts and full particulars.

Onward Manufacturing Co. Berlin, Ontario

Branch Retail Store, 423 Yonge St., Toronto.
Western Dist. Agts., Moncrieff & Endress, Ltd., Winnipeg, Man.

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U.S.A.



YOUR TRADE WILL APPRECIATE THE LASTING QUALITIES

OF THE

FAULTLESS LADDER

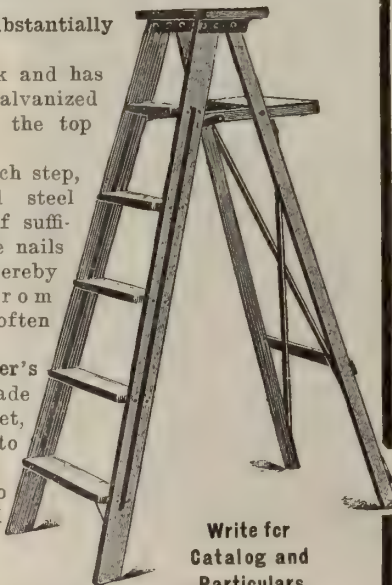
It is strong and substantially built.

Made from clear stock and has wide steps, strong galvanized steel ears, riveted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out, as is often the case.

Equipped with Boyer's Faultless Lock. Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

Show this ladder to prospective buyers and it will practically sell itself.



Write for
Catalog and
Particulars

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

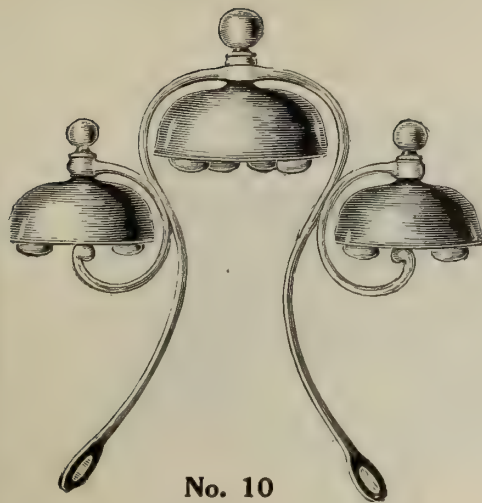
It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED



No. 10

3 large cast bell-metal chimes, turned, cast brass frame, nickel plated and polished.

CLARK'S GOOD SLEIGH BELLS

CAREFULLY PUT
TOGETHER,
HIGHLY FINISHED,
BEAUTIFUL
HARMONIOUS TONES



No. 104—10 wrought bell-metal bells, 1 5/8 in. diameter, polished black leather strap with brass buttons.

No. 97—14 wrought bell-metal bells, graded sizes 1 1/8 to 1 5/8 inch diameter, nickel plated and polished, black leather strap.



VICTORIA BELLS ON
STRAPS

Wrought bell-metal, harmoniously toned, on strong leather straps. 2 1/4 x 18 in.

No.	Finish of Bells	Size of Bells	Strap
97BR	Polished	2 each	Red
97BB	"	No. 7	Black
97NR	Nickel plated	and	Red
97NB	"	No. 9	Black
119BR	Polished	2 each	Red
119NR	Nickel plated	No. 9 and	Red
119NB	"	No. 11	Black



No. 30—4 cast bell-metal cup chimes, graded sizes, harmonized tones, on iron strap, nickel plated and polished.



No. 100—For top of shafts, 3 stamped bell-metal gongs, 2 3/8 in. diameter, on iron frame, polished and nickel plated.



SWEDISH BELLS
ON STRAPS

Cast bell-metal bells, harmoniously toned, on strong leather straps, 2 1/4 x 18 in.

No.	Finish of Bells	Size of Bells	Strap
711BR	Polished	2 each	Red
711BB	"	No. 7	Black
711NR	Nickel plated	and	Red
711NB	"	No. 11	Black
913BR	Polished	2 each	Red
913NR	Nickel plated	No. 9 and	Red
913NB	"	No. 13	Black



No. 32—4 cast bell-metal, bevel pattern bells, graded sizes, harmonized tones, on iron strap, nickel plated and polished.

NEW BELL CATALOGUE
SHOWS FULL LINE

Caverhill, Learmont & Co.
MONTREAL

The "Wear-Ever" Magazine

September
1912



"Cooking Utensils of Many Lands," by B. H. Smith,
"How to Make the Business Grow," by B. C. Beam,
"Courtesies That Have Sold Me Goods," by Agnes Athol.

If you have not received your copy of the "Wear-Ever" Magazine—which you will think worth reading, we believe—fill in and mail the following coupon to

The Aluminum Cooking Utensil Co.

Dept. 29, New Kensington, Pa.

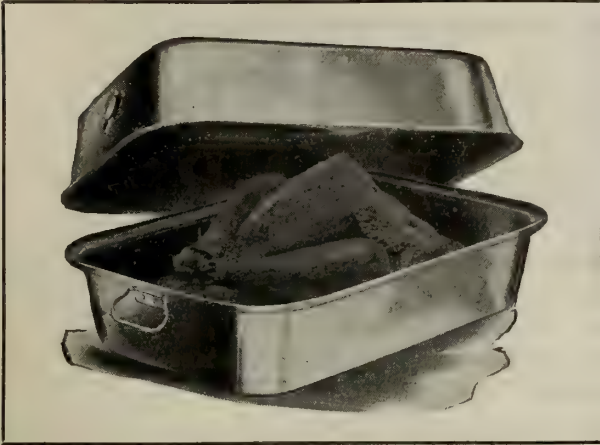
Please send the "Wear-Ever" Magazine to—

Name Home Address
City State
Firm

WEAR-EVER



TRADE MARK



Ten Every Day Uses of the “Wear-Ever” Aluminum Roaster

will be featured in an advertisement to appear about October 19th in the following November Magazines:

The Ladies' Home Journal, Woman's Home Companion, Good Housekeeping, Delineator, McCall's, Christian Herald, and Saturday Evening Post.

Two columns in the same magazines—out about November 20th—will suggest that “Wear-Ever” utensils be purchased in “Sets” for Christmas gifts.

Ask for \$50 and \$100 Department Orders

The Aluminum Cooking Utensil Co.

Dept. 29.

New Kensington, Pa.



Warehouses: New Kensington, Pa.; East St. Louis, Ill.; Portland, Ore.

Distributing Agents and Warehouse for Canada, Northern Aluminum Co., Ltd.
TORONTO, ONT.

GET DOMINION FOR YOUR FALL HUNT



A RUFFLED SHE BEAR

will look better over the sights of your gun if it is loaded with Dominion Improved and Proved Ammunition. The New Dominion system of loading insures you against emergencies.

Write for "The Pilgrim," a great bear story, sent free.

Dominion Cartridge Co.

LIMITED

MONTREAL

CANADA

Dominion
IMPROVED & PROVED
Ammunition

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

Housewives who use it are enthusiastic advertisers. Introduce it in your vicinity and your sales will rapidly increase.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa,

Toronto,

Quebec,

Winnipeg



JAMES HARDY.

Vice-President, W. J. LAWSON. President, ALBERT JEANNOTTE.

Banquet of Wholesale Hardwaremen

After Convention in Montreal Members Gather Around Banquet Board in Company With Manufacturers and Retailers—Speeches Serious and Gay are Delivered—The Folly of Price-Cutting Emphasized—Tariffs Lightly Touched Upon.

THE annual convention of the Canadian Wholesale Hardware Association was held on Tuesday, October 15 at Montreal. It was largely attended and it is believed that the deliberations will do much to improve trade conditions in many respects. There was a marked feeling of amity shown by the members, and the same sentiment was uppermost when, at the banquet in the evening, the three branches of the hardware trade sat down together around the banquet board—manufacturer, wholesaler and retailer. Confidence was another trait strongly in evidence—confidence in the permanency of Canada's present prosperity and, therefore, in the future prospects of the hardware trade. The convention was a satisfactory one from every standpoint.

Montreal, Oct. 16. — After a hard day's work, during which discussions took place upon the vexed questions of freight and tariff, and upon the upward movement of metals, labor, and rents, the members of the Canadian Wholesale Hardware Association met last night in the Canada Club for their annual banquet. About the large "U" shaped table gathered perhaps, as many guests as members of the association, and it was due in no small measure to the fine speeches of some of the guests, and to the sallies continually made between hosts and guests, that the banquet was such a thorough success. It will be remembered until the fifteenth annual dinner comes along to take its place in memories hall.

There were speeches serious and humorous. There were speeches from various angles—from the angle of a member of parliament, from that of a manufacturer, and from that of a wholesaler. William Hobson issued a call to the jobbers to make such preparations as would enable them to market the increased quantity of goods being produced by the manufacturers. William McMaster warned all against too great anxiety to sell. Major Currie spoke of the great prosperity of the farmer, and urged that the next six years should be a harvest time for the hardwaremen.

William Vallance recounted remarkable incidents of the early days in Canadian hardware—the days of 60 years ago; and James Hardy and Chas. Britton spoke beautifully of the members, who, through the year, have passed beyond.

No Prosy Speeches.

While members and guests were busy with the various courses there were some bits of repartee which caused the conversation to become general; but when the president, Albert Jeannotte arose to call upon the various speakers, the real fun began. Not that it was all fun—not by any means. There were serious topics discussed at the afternoon meeting which demanded more attention, but prosy speeches were conspicuous entirely by their absence. Neither were there any long speeches. Each man had something to say, and having said it—if permitted—would sit down.

"Mr. Jeannotte, merchant princes and others," began Mr. Hobson, the first called upon. Then, after telling that it was two years since he had been "subpoenaed" before, he struck into one of his inimitable stories. Of course another was demanded, and another was given. But Mr. Hobson had a serious message. "We manufacturers," he declared, "are marketing our goods through you wholesale men. We are making more and

more goods. It is now up to you to market them."

Accept the Responsibility.

"We'll do it," came the cry. Then, "Everybody's doing it," and there was a laugh.

Mr. Hobson spoke of the products of land, mine and fisheries. In the past year these had amounted to \$600,000,000. In the same time the products of manufactures in the Dominion had totalled \$1,600,000,000. "That," said Mr. Hobson, "is double the products of the mines and the farms, yet the farmers think they are doing it all, and that they are abused. Have you," concluded the speaker, "increased your facilities so that you can handle more goods inwards and outwards? This will be necessary."

Spoke for Maritimes.

W. Shives Fisher, of St. John, when called upon, wondered if all the guests were to speak.

"Heaven forbid," interpolated Mr. McMaster.

"Any way," said Mr. Fisher, "I am glad of this opportunity to say something of the Lower Provinces. You have been inclined," he remarked, "to look upon our products as members of parliament and college professors. Come down," he invited, "and see the Maritimes for yourselves. Our young men are coming up here, and are going to the

West. We hate to see them go, in a way, and yet is not this a fine thing. The young men, gravitating from one province to another, meet men of other parts of the Dominion, and thus is true Canadianism fostered."

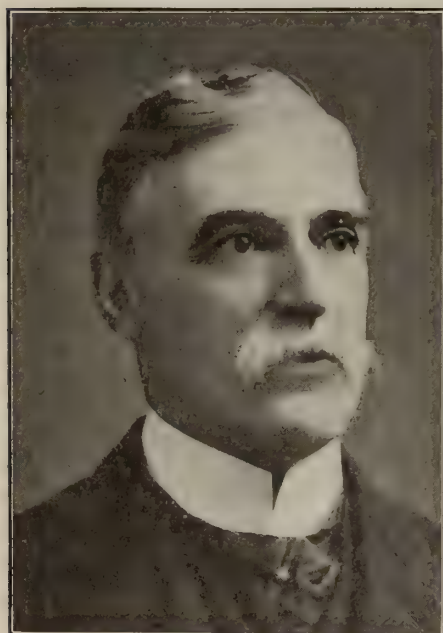
Make Sure of Profits.

William McMaster jumped right into the question of profits. "Some don't know what their profits are," he said. "Give yourselves at least 6 per cent. on your money invested, and then see what profits remain. Often," he continued, "there is too great an anxiety to sell. Don't try to make a price which will equal the price a manufacturer may give to an exceedingly large buyer. There is other business which is really better worth while. You are entitled to a fair profit, as is the manufacturer and the retailer."

For a moment Major Currie spoke on the tariff question, but not to make any political announcement. He did say this, however, and coming from such a source, it is important, "I do not think this government was elected for the purpose of so reducing tariff that any manufacturer or jobber would be hurt. There is plenty of business in this country for everyone," he added, "and every one wants every one else to succeed. Yes, the farmers want the manufacturers and wholesalers to succeed."

Huge U.S. Profits.

Here, Major Currie too spoke of profits. "Don't," he advised, "be content with 6 or 7 per cent. You are entitled to more than that. Get together. Why in



R. HOBSON.

the United States, when that country was in about the position Canada is now, the jobbers were making 40 or 50 per cent."

"For heaven's sake," interrupted a well-known jobber, with such surprise in his voice that there was a burst of laughter.

"In the next six years," continued Major Currie, "every one has a splendid chance to make money. If the wholesale hardware men do not do so they are very foolish. Why," he proceeded, "farmers in the West are earning from 40 to 100 per cent. on their investment. A good many manufacturers and jobbers have \$100,000 or more in-

STRIKING SENTENCES FROM STRIKING SPEECHES.

"We manufacturers are making more and more goods. It is now up to you to market them."—R. Hobson.

"The young men gravitating from one province to another, meet men from other parts of the Dominion, and thus is true Canadianism fostered."—W. Shives Fisher.

In the next six years every one has a splendid chance to make money. If the wholesale hardwaremen do not do so they are very foolish."—Major Currie.

"In the early days, before the railroads, Hamilton had four wholesale hardware firms. Now we have in Hamilton forty factories, making the goods that then were brought from England."—William Vallance.

"A wholesaler is entitled to more than 6 or 7 per cent. on his investment. He could get that much as an inactive investor in many good concerns. His active interest in the business should result in a much larger percentage of profit."—Henry J. Fuller.

vested. I asked a western farmer the other day what he would do with \$100,000. 'Why,' he answered, 'I would farm with it and return \$50,000 a year.'

Invited to See the Harbor.

There were cries of "see him rising," as C. C. Ballantyne was called upon. He simply smiled, and waited until he could make himself heard, when he paid a tribute to Mr. Jeannotte, the president—a tribute which brought forth cheers. "I can't help regretting," he said, "some of the poor, miserable, paint and varnish makers' small percentage of pro-

fit, when I hear Major Currie speak of the farmers." He passed on from this phase, and invited all to be his guests on board the "Sir Hugh Allan," and to



C. C. BALLANTYNE.

inspect the harbor—a harbor, which, Mr. Ballantyne pointed out, was not Montreal's but Canada's. It was evident that the opportunity thus afforded was appreciated.

There is no danger of its being said of Henry J. Fuller, as it was said of an United States politician, that "he spoke last night and this morning." Mr. Fuller was exceedingly brief—also straight to the point. He urged that a wholesaler is entitled to more than 6 or 7 per cent., since he could get that much as an inactive investor in many good concerns. His active interest in his business should earn him more than this.

Though he had been joking throughout the evening, Chas. Britton was well nigh overcome when he rose to speak. The absent faces made the occasion one strangely mixed with sadness. Mr. Britton paid a feeling tribute to some of those who have ceased to occupy their accustomed place.

As a singer of an Irish song, C. H. Earle was voted a huge success. He made a tremendous hit with "The Seventeenth of March."

Mr. Vallance Speaks.

William Stark proposed "Our Association," calling upon William Vallance to reply. This reply was one of the high lights of a delightful evening.

"I," said Mr. Vallance, "was one of those responsible for the beginning of this association.

"Why, you were the whole push," some one shouted, and there was another gale of laughter.

"In a few months," said Mr. Vallance, "I will have completed 60 years in the hardware business, I started as a boy, when there was practically nothing manufactured in Canada—nothing except axes and nails. These seem to have been made here from the first. Mr. Peck's grandfather," pointing toward A. W. Peck, Jr., was one of the nail manufacturers then.

"The goods," proceeded Mr. Vallance, came from Britain. 'I say Britain, for while we got the majority of lines from Birmingham, there was some Scotch bar iron and some Scotch—'"

"Whisky," some one suggested.

"The importer was the master then," remarked Mr. Vallance.

"Now Hatch is," shouted some one, whereat everyone laughed again.

The Old Danger and the New.

In those early days, before the railroads, Mr. Vallance recalled that Hamilton had four wholesale hardware establishments, the goods being teamed from there to all parts of the country. "Now," said Mr. Vallance, "we have in Hamilton forty factories making the goods that then were brought from England."

When S. H. Alexander, the past president rose to sing he requested all to join in the chorus, and Loch Lomond rang through the hall.

Tribute to Late Members.

Few men have come in as close contact with hardwaremen, or made such a wide circle of friends among them, as has James Hardy. It was therefore, fitting that he should be the one to propose the silent toast to those who have passed

Dexter. In perfect quietness the toast was drunk as a fitting honor to the memory of these men who had done much for the Canadian hardware trade, and for the association.



F. TOBIN.

Later A. Prudhorne proposed the toasts to the sister organizations, which was responded to by John A. McAvity of the Maritime Hardware Association; F. C. Lariviere, of the Montreal Hardware Association, and W. Wrigley, secretary of the Ontario Retail Hardware and Stove Dealers' Association. Frank M. Tobin, vice-president of the Canadian Hardware Exhibitors Limited, was also called upon to speak.

"What is your new association for?" some one asked.

What the Exhibitors Are.

"Why," said Mr. Tobin, "it is altogether for advertising. The increased demand that has come for hardware is extraordinary, but this demand must increase still more. These exhibitions, which we will hold, are merely means of co-operating with the jobber and the retailer so that trade will be increased. They will enable dealers to study the new lines, and the older ones too; and will show the hardware consumers how the hardware field has broadened. More sales will result."

Arthur Hatch has gained a reputation as a story teller. He just had to tell some new ones at this banquet; and he did so at the expense of some of those present.

"When William Hodson was selling goods," related Mr. Hatch. "He called month after month on one staunch old churchman. After four years of unsuccessful canvassing Mr. Hodson asked his prospect, 'Why is it I cannot sell you

any thing?', 'When you go home,' answered the old churchman, 'take up your bible and turn to Book ———, seventh chapter, and such and such a verse'—you notice Mr. Hatch did not locate the verse very definitely. Well, Mr. Hodson did as requested, and he read 'Zachaeus Come Down.'"

But it is impossible to retell Mr. Hatch's stories. He practically has them patented.

Tribute to Mr. Jeannotte.

After A. W. Peck, W. J. Lawson and Victor Lemieux had spoken briefly, William Starke proposed a toast to Mr. Jeannotte, the association's president. "He is," said Mr. Starke, "a man with a mild manner, a strong heart and a good head. One of the most loveable presidents we have ever had."

The toast was enthusiastically honored. Then, Mr. Alexander leading, the company struck into "The Boys of the Old Brigade," and afterwards "Auld Lang Syne." All were loath to leave.

Those in Attendance.

Among those noted around the banquet board were: J. H. Hanson, J. H. Hanson, Tilley Co.; A. Gibb; B. Elkin, Maritime Nail Co.; G. C. Crowdy, J. Hutton & Co.; W. J. Hays, Sheet Metal Products Co.; F. T. Jordan, A. C. Leslie & Co.; S. White, Montreal Gazette; Jos. Dowling, Caverhill, Learmont & Co.; A. Jeannotte, L. H. Hebert & Co.; J. E. Theriault, L. H. Hebert & Co.; E. Leirsch, Canada Linseed Oil Mills; W. Starke, Starke, Seybold; Robert Starke,



MAJOR CURRIE.

away. Quietly, Mr. Hardy spoke of the late Senator Wood, of John Bowman, a past president; of Geo. Vallance, of A. B. Lee, of Henry Newman and of Thos



W. SHIVES FISHER.

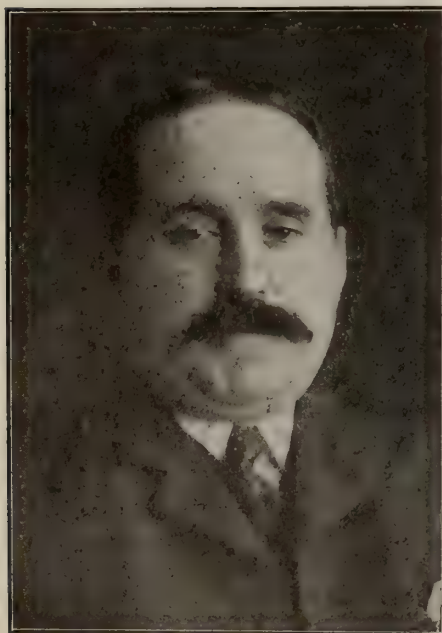
Starke, Seybold; Herbert B. Seybold, Starke, Seybold; Gordon C. Seybold, Starke, Seybold; A. Letang, Letang Hardware Co.; H. J. Fuller, Canadian

Fairbanks Morse Co.; C. C. Ballantyne, Sherwin Williams Co.; R. McK. Haldimand, W. L. Haldimand & Son; A. Prudhomme, A. Prudhomme & Fils;



F. C. LARIVIERE.

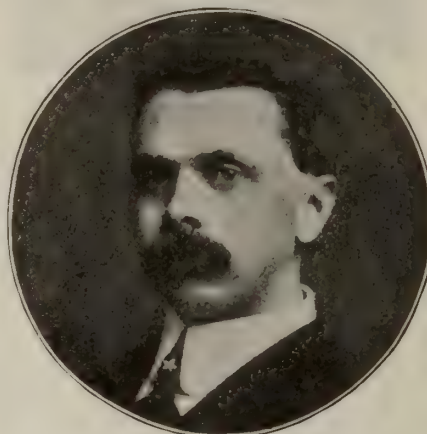
Hector Prudhomme, A. Prudhomme & Fils; J. M. Robertson, Thos. Robertson & Co.; Wm. McMaster, Steel Co. of Canada; Ross H. McMaster, Steel Co. of Canada; C. M. Robertson, Jas. Robertson Co.; Geo. A. Childs, United States Steel Products Co.; C. B. Rittenhouse, United States Export Co.; A. H. Hough, Canadian Iron & Tube Co.; A. Gordon Macpherson; E. Goodwill, Thos. David-



A. HATCH.

son Mfg. Co.; Geo. C. Davis, Frothingham & Workman; F. C. Lariviere, Lariviere, Inc.; Weston Wrigley, Sec'y O. R. H. & S. D. Association; Thos. B. Wil-

liamson, H. S. Howland, Sons & Co.; W. J. Lawson, Rice Lewis & Son; A. E. Gilverson, Rice Lewis & Son; R. S. Kennedy, Kennedy Hdwe. Co.; G. Rutledge, Hardware and Metal; Major J. A. Currie, M.P., Imperial Steel & Wire Co.; H. P. Hubbard, E. C. Atkins Co.; H. H. Merriman, B. Greening Wire Co.; R. Hobson, Steel Co. of Canada; W. L. Cummer, Cummer-Dowswell, Ltd.; Wm. Vallance, Wood, Vallance & Co.; S. H. Alexander, Wood, Vallance & Co.; A. F. Hatch, Canada Steel Goods Co.; Hon. J. R. Stratton, Peterborough Lock Co.; Mr. Thurber, Nicholson File Co.; C. McGhie, Welland Vale Mfg. Co.; C. A. Whitwam, Hobbs Hdwe. Co.; D. H. Howden, D. H. Howden & Co.; James Maxwell, David Maxwell & Sons; H. Edmond Dupre, Chinie Hdwe. Co.; Victor Lemieux, N. Lemieux & Fils; John M. Taylor, Taylor, Forbes Co.; N. A. Gladding, E. C. Atkins Co.; J. Hardy, Jenkins & Hardy; A. Balfry, Jenkins & Hardy; J.



S. H. ALEXANDER.

C. Notman, McKinnon Dash Co.; H. W. Aird, Canada Paint Co.; R. B. Coulson; J. B. Peck, Peck Rolling Mills; A. W. Peck, Jr., Peck Rolling Mills; J. E. Britton, Cowan & Britton; Sneaton White; D. H. Henderson; R. B. Simmons; F. M. Tobin, Tobin Arms Mfg. Co.; Geo. H. Smaill; C. H. Earle; A. H. Brittain; E. K. Spinney; W. S. Fisher, Emerson & Fisher; John McAvity, T. McAvity & Sons; R. B. Simmonds, Jas. Simmonds & Son.

OFFICERS ELECTED.

Montreal, Oct. 17.—(Special to Hardware and Metal.)—At the final session of the Canadian Wholesale Hardware Association, W. J. Lawson, of Rice Lewis & Sons, Toronto, was elected president for the ensuing year and A. Prudhomme, of A. Prudhomme & Fils, was chosen as vice-president.

BY-LAW WAS DEFEATED.

St. John, N.B., Oct. 12.—The proposed early closing law which would compel all hardware stores, in common with all other shops, except certain classes specially exempt, to close at seven o'clock in the evening every night except Saturdays, the Fridays preceeding Saturday half holidays, the days before other holidays, and at Christmas time, was defeated by a substantial majority at the plebiscite taken in St. John on Tuesday last.

The vote was taken on a law prepared by the Early Closing Association, composed chiefly of clerks who have to work later than this, in an effort to secure shorter hours. Most of the stores, and all the larger hardware stores, close at six o'clock in the evenings, as a general rule but many of the smaller stores, especially those in the residential districts and in the sections inhabited by the laboring population keep open later.

As the result of an agitation carried on by the association a law compelling all stores to close at seven o'clock was adopted last year but owing to the loose way in which it was drawn it was found impossible to enforce it and the law was revoked. A new bill, more carefully prepared was presented to the city commissioners this year for their approval and adoption but they decided against it. The association then decided to seek its adoption under the initiative clause of the new city charter, the first time that it has been used, and succeeded in obtaining the necessary 1,400 signatures. The date for the plebiscite was fixed for Tuesday, October 8, and the vote was taken.

In the meantime a campaign had been carried on by those in favor and those opposed to its adoption but comparatively little general interest was aroused and less than a quarter of the electors voted. The result was a majority of 481 against the adoption of the proposed law and consequently it has been dropped for the present, at least.



Hardware Letter Box

Successors to Chown & Cunningham.

J. H. Hedley, Clarksburg, Ont.—“Kindly tell me through the columns of your paper who are the successors to Chown & Cunningham, Kingston.”

Jas. Smart Mfg. Co., Brockville, Ont.—Ed.

Dish Washer.

Chas. Baker, Prescott, Ont.—“Kindly advise me through your paper what firms manufacture a machine for washing dishes.”

Geo. Sparrow & Sons, 119 Church St., Toronto; Menasha Wood Split Pulley Co., Menasha, Wis.—Ed.

Flexume Sign Co.

T. A. Cowan, Brantford, Ont.—“Kind-

ly tell me address of The Flexume Sign Co.”

Flexume Sign Co., St. Catharines, Ont., or F. B. Smith, 80 Victoria St., Toronto.—Ed.

Chilliwick Merchants' Business Problems

R.M.A. of That Town Holds Banquet and Invites the Business Men—Value of Organization Pointed Out—One Speaker Suggested Couldn't Limit Credit Time to 30 Days.

Chilliwick, B.C., Oct. 14.—A complimentary luncheon given recently by the Retail Merchants' Association, was attended by some thirty local business men.

The object of the gathering as intimated in the invitation card, was to outline the aims of the association in its effort to solve the problems which confront the business man, to raise the standard of doing business, to improve the fraternal relations, which would permit and make easier to obtain the best results from organization not only in regard to matters of more immediate concern, but also as affecting other interests in the city and valley.

In the addresses and discussions these were well set forth, and the advantages of the business interests of the city being united for the common good, emphasized, showing the benefits which could and would accrue from a success of the association along these lines.

A luncheon was at first held after which the meeting was called to order by President W. L. Maeken, manager of F. J. Hart & Co. He addressed the gathering on the subject of “Business Men and their Relation to Each Other, or our Common Interests.”

He pointed out particularly the necessity for the creation of a spirit of fellowship, a discussion of common problems, and united action in the furtherance of mutual interests.

G. H. W. Ashwell, of G. R. Ashwell & Son, gave a brief outline of “Our Association, its importance, its worth and how to use it.” Mr. Ashwell spoke of the value derived from attending the regular meetings, and the improved conditions and benefits shared by the members and urged all present to become actively associated.

The fact that one of the speakers was C. A. Barber, the editor of the Chilliwick paper shows a wise move on the part of the merchants. If all merchants secured the thorough co-operation of the newspapers in their town much good could be easily done towards keeping trade at home.

“The place and part our Association should take, in the larger interests of the valley,” was the subject presented

by Mr. Barber. Interests in which the Association should make its influence felt and in which it could be of practical benefit were civic life and civic government, educational matters, the Board of Trade, public improvements in the municipality, the production, marketing and sale of the products of the valley, pointing out that in co-operating with these various interests, the merchant would not only render great benefit, but would also in so doing assist in the solving of his own problems.

The subject of the marketing of fruit drew forth considerable discussion, J. H. Ashwell, manager of the Chilliwick Canning and Preserving Co., emphasizing the need of co-operative handling of the fruit products. F. A. Hewer, G. P. Chamberlain and W. L. Maeken also spoke on the question.

J. Burton of Denmark Q Burton, answered the question “Can we make our Association a success and how?” decidedly in the affirmative. Mr. Burton had only one answer and that was an enthusiastic “yes” and pointed out how it could be done, in a way that was clear and concise. He advocated organization, co-operation and modern business methods.

“The credit business and its perplexities,” met with earnest treatment by J. Hammar. Mr. Hammar essayed a large percentage of sound sense and enthusiasm and there was lots of “meat” for thought and action in the “jaw bone,” as he termed it, as dispensed by a man who has had considerable experience with the methods employed by big concerns and agencies in this phase of business. Mr. Hammar advocated a 30-day limit to small credits. The credit business was poor business for both the business man and the customer, he declared.

H. J. Barber laid stress on the important features discussed. He was gradually getting his business on a cash basis by educating the people to the fact that a cash business paid both parties best.

M. H. Nelems addressed the meeting briefly on the points of the benefits possible to such an organization, and the needs of co-operation in furthering the interests of the city and valley.

WHOLESALE MEN INSPECT HARBOR.

Montreal, Oct. 16.—After their banquet of last night the wholesale hardwaremen attending the sessions of the Canadian Wholesale Hardware Association got to work this morning. There were many points of interest which needed further discussion, and into this work the delegates delved. In the afternoon, however, after the famous “pink tea,” many accepted the invitation of C. C. Ballantyne and went aboard the “Sir Hugh Allen.” They were taken all over the harbor—saw the new elevator, the site for the new dock, the new wharves and sheds. It was a trip which all greatly enjoyed.



NUMBER APPLY FOR BOOTH SPACE.

The Retail Hardware and Stove Dealers' Association of Ontario is not to convene in Hamilton until February next, and not until then will the Canadian Hardware Exhibitors Limited—the new organization which came into being at Guelph last year—hold its first exhibit. Frank M. Tobin, the vice-president of the association, was in Montreal attending the Wholesale Hardware Banquet this week, and then he and A. A. Bittues, the president of the new association, did some necessary work.

Plans of the Thirteenth Regiment Armoury, where the exhibit will be held, are now being prepared, showing the space which will be available for booths. That these spaces will be filled is evident, for already the officers of the organization have received a number of applications. No positions have been allotted as yet, nor will this be done until the plans of the floor space have been sent out.



TO ENLARGE PLANT.

Additions are to be made to the old American Abell plant on Queen Street, which was absorbed by the Rumely Company of Laporte, Indiana, about a year ago, which will enable the concern to quadruple its output of separators and agricultural implements.

Mr. F. C. Rumely, works manager of the head factory in Laporte, is now in Toronto in connection with the alterations.



BULBS IN STOVES.

Wallaceburg, Ont.—T. A. J. C. Shaw Hardware Co. have an attractive window display containing a number of new stoves. An original feature is the placing of electric bulbs inside the stoves. This is done to show them to better advantage.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto - - 143-149 University Avenue. Phone Main 7324.
 Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C. - - H. Hodgson, 18 Hartney Chambers.
 London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
 Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

WHAT THE WHOLESALE ACCOMPLISHED.

From many parts of Canada wholesale hardware men gathered in Montreal this week to attend sessions of the Canadian Wholesale Hardware Association. There was a good deal of the social in connection with the gathering, but there was also a great deal of work, though this was not of the showy kind.

There was a good deal said with relation to transportation. Every retailer will agree that this is a big problem. If the wholesalers can do something to bring a betterment, so much the better for the retailer. And it seems the wholesaler can do much. In any event they are prepared to make a practically concerted effort when this seems necessary.

Nor is the social side of the gathering to be regarded lightly. There is an old Hindoo belief that a man cannot wrong one with whom he has broken bread. It is a superstition, of course, yet some such feeling exists to-day. Certainly men who have dined together—who have swapped stories and exchanged sallies—who have sung "Auld Lang Syne," are in no frame of mind to wage a foolish and disastrous business war.

The session of the wholesalers will bring much good, net only to the wholesalers but to the manufacturers and retailers too.

A HARDWARE TRINITY.

William Vallance, of Hamilton, about to celebrate his diamond jubilee as a hardwareman in Canada, made a significant remark at the banquet given by the wholesale hardwaremen in Montreal, Tuesday night. "The interests of the manufacturers, the jobbers and the retailers," said Mr. Vallance, "are mutual. They are not identical, but they are mutual."

There is a world of truth in that. The jobber depends upon the manufacturer for his goods, and upon the retailer to dispose of them. The manufacturer is dependent upon both jobber and retailer, while the retailer looks to the jobber and the manufacturer. What hurts one hurts all. What benefits one benefits all. Each factor is separate. Each factor has its own particular interests, but

each is closely related to the other two. The interests are not identical but they are mutual.

It would be well if this were more constantly borne in mind. It would be well if the three classes, or the three branches of the same class, could get together more frequently. Only good could result. Many of the little annoyances which crop up from time to time would be overcome. Of course each of the three branches has its own battles to fight. But there are many points of mutual interest. These might well be kept more to the front.

FARMER ADVISED TO DEAL AT HOME.

Some good advice is given farmers on buying at home in preference from mail order houses in a recent issue of Farmers' Magazine. The article is signed by the "Hired Man," and in the course of his remarks on the betterment of conditions in general on the farm he makes the following observations:—

"These big guns (referring to financiers), have mergers on everything us farmers use. Why not start farmer's societies in every township in Canada? I don't mean societies like the Grangers we had here forty years ago whose sole object was to see if their blacksmith could not be cut down from a York shilling to 10c. for shoeing a horse or to buy tea from the grocer at 23c. instead of 25c. This picayune, little, small stingy business is not good, simply because our villages and towns are just what make our farm homes attractive so that when we help our home merchant or mechanic it is this fellow that helps pay our taxes and chum with us. It isn't the fellow to whom we send our money 100 miles away that knows us and helps us. He wouldn't speak to us if he did."

If all farmers' papers would follow out this example, a good work would be done for the country as a whole. Farmers would see the desirability of buying their necessities from their home-town merchants, and thus help raise the value of their own farms.

APPEARANCES AND BUSINESS.

"Did you ever," asked a father of his dress-loving son, "see a statue of a man who had his trousers creased?"

There is food for thought there, yet it must be remembered that most statues are of men who lived when a crease in the trousers designated these as the despised "store clothes." Also it should be born in mind that what may be all right for greatness is not necessarily proper for the average human being. It was not the fact of these creaseless trousers which caused the statues to be erected.

No, ninety-nine men out of every hundred are better, more efficient men, if they keep neat. Especially is this true of salesmen. People do not like to do business with slovenly clerks.

In a current magazine is described a superintendent of a mechanical plant who had a genius for picking men. Describing his principle in later years he spoke of always looking a man up and down.

"A man," he explained, "who has runover heels seldom does good work; he is generally slipshod, slovenly. The position of a man's knees tells whether he stands up

to his work. The waistline is an index to a man's eating and drinking habits, and to his voltage of energy. The set of his collar betrays his sense of neatness—a fine workman is rarely a sloppy dresser. The chin tells more of a man's character than any other physical feature. The mouth and eyes are considered for the same reason. The hat is almost as good an indicator of inherent neatness as a collar, and the angle at which it is worn reveals more of the wearer's character than he would suppose. These signs are not unfailing, but for a quick sorting of men I've found the system efficient and satisfactory."

Remember some of these things Mr. Dealer in selecting your clerks; and you clerks bear this in mind in paving the way for promotions.



KEEP THE BACK ISSUES.

Complaints have sometimes reached Hardware and Metal that subscribers are not always as careful as they might be in the matter of back issues of the paper. They sometimes leave copies around where they can be picked up or read by anyone caring to do so and in this way copies fall into the hands of people not in the hardware line. This is not desirable. Subscribers should exercise care in this matter.



POINTED EDITORIALS.

This is great weather for exterior painting. Are you boosting house paints?

* * *

Putty prices are a little uncertain. It would be wise to make the supply certain.

* * *

The "mental attitude" of the store can usually be determined from the store front.

* * *

The Christmas rush will be much easier to handle if every detail is planned carefully in advance.

* * *

Every hardware business needs a tonic periodically. The best tonic possible is Prompt Collections.

* * *

When the dealer reduces delivery complaints to a minimum, a great load has been lifted off his shoulders.

* * *

There will be a lot of inside painting work done on Thanksgiving Day. This is a "red hot tip" for the paint dealer.

* * *

Requests for space at the Exhibit to be held in Hamilton this fall are already being received. The early birds are after the worm.

* * *

Reports from every business centre give evidence of Canada's increasing prosperity. A well managed hardware business is a fine asset in these piping times of peace.

* * *

The Wholesale Hardware Banquet naturally brings to mind Mark Twain's remark when speaking at a Boston Old Guard dinner. "If you fight as well as you feed," remarked Mark, "God help the enemy."

* * *

He who burns coal and sifts what's left will not have to buy new supplies so often. This rather cumbersome paraphrase of a trite proverb, points a moral for the hardwareman. There is money in an ash sifter for the purchaser. There is money for you in pushing ash sifters.

A Twenty Year Cycle

A WRITER in a New York contemporary, says The Ironmonger, who for months has been consistently distrustful of the stability of the industrial revival proceeding in the United States, returns to the charge again in a recent issue of that journal to express the opinion that the business expansion "is derived in large part from contemplation of the activity in steel, which has always been regarded as the barometer of trade." He proceeds to remark that this time, however, "the steel trade has not entire confidence in itself, and is, indeed, looking to general business for encouragement. It is a little bit like the blind leading the blind around in a circle." Well, if the steel trade is not to be kept going by general activity, what is to maintain it? It cannot exist on itself any more than can the laundry trade. The admission that steel is active is, however, the admission of the one thing that matters to steelmakers, and the article itself concedes that the "steel mills will run full through the year.....and will carry into 1913 considerable business specified this year.....but which mills will be unable to execute in 1912."

To point the argument the writer rather oracularly alludes to "the twenty-year cycle, the indication of which is obvious," and he goes on to remark:

"In 1893 we had a panic, followed by a five years' industrial depression. If the cycle proves false, it will be the first time it has done so. Eighty or 90 per cent. of the events beginning with 1893 up to date have been duplicates of what occurred twenty years earlier. There has been no distinct departure up to date. Of course, it seems altogether uncanny to follow this cycle theory, and no sensible man would follow it blindly, but there is this important thing to be said: Like causes produce like results; if certain things in the past followed a certain series of events, they are likely to do so again."

We confess to some difficulty in following this cycle, though likely enough prices will reach their zenith in 1913 and commence to fall again. If a twenty-year period is the critical point of panics, then price records should reveal the fact. Our own figures do not go back beyond 1870, but this is what they show on the twenty-year cycle basis:

	Highest. 1873.			Lowest. 1893.		
	£	s.	d.	£	s.	d.
Copper	92	0	0	78	17	6
Tin	149	10	0	114	10	0
No. 3 Cleveland iron	6	0	0	4	7	6
				1	16	2

Clearly conditions were anything but similar in these years. In 1873 prices of copper and tin were lower than in 1872, when copper touched £108 and tin £159, and they fell in zigzag fashion till 1879, when copper touched £53 and tin £59 a ton. In 1893 prices were approaching the bottom of what proved to be a long spell of depression. Copper, for instance, in 1894 moved between £37 16s. 3d. and £43 and tin between £61 and £77 10s. Pig iron, which never sold below 87s. 6d. in 1873, was down to 32s. 6d. in 1879, and to 29s. 3d. in 1886. It is hard, indeed, to find any parallel in this twenty-year comparison. If the parallel is to hold only partially good, then in 1913 the price of copper must fall £40 or so to agree with 1893, or range from its present price to £12 or so up to preserve the unities with 1873; while tin, to compare with 1893, must drop £150 or so, or to compare with 1873 must fall £100 or more, and iron must fall 30s. to 35s. to agree with 1893, or rise 20s. to 32s. to keep pace with 1873. This is mere topsy-turvydom.

Preventing Waste and Loss in Rope

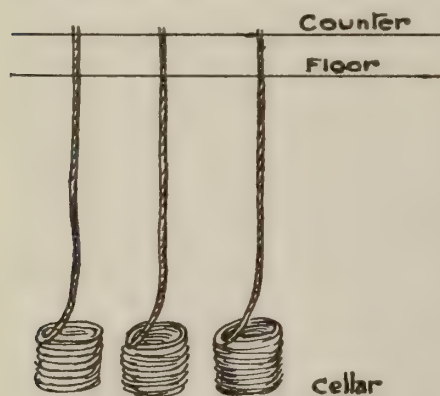
Methods Adopted by Dealers to Escape Loss Through Discarding Odd Lengths—
List is Kept of all "Remnants" and Sales Are Made From it—Effective Means
of Storing Rope.

Like other pursuits, hardware has its hardships, yet there is one great thing in its favor. The goods carried are not extremely perishable. Cutlery may lose its shine, if not properly kept. Shovels and axes may rust. Paint cans may become so dim that they do not attract, yet these goods are not ruined. Still the cutlery, the shovels and axes and the paint may be sold, and if proper steps are taken, the damage may be largely repaired.

Yet in the hardware business, as all who have been in it know, there is room for waste. Take rope for example. The sale of rope yields good profits, yet progressive dealers have freely admitted that the waste may nearly offset its profit.

Some of the Remedies.

These up to date dealers, of course, are not satisfied that this should be so. Neither do they intend that it shall be



A method of storing rope in the cellar, bringing up rope through holes in the floor.

so. They purpose finding a remedy. Some started upon their quest a number of years ago. They have found remedies—or partial remedies. Nothing better can be done than to explain these.

The trouble with rope, of course, is the ends—the remnants, they call them in the dry goods trade. A remnant seems unimportant. In many cases it is allowed to lie. The loss is not considered great, yet often these ends are 50 feet long. The price of 50 feet of heavy rope will come very near being the profit on the whole roll.

The great thing in handling rope, according to the consensus of opinion of those who have found difficulty in preventing waste, is to keep the ends to the front. Ends are not useless. They can be sold. There is practically certain to come a customer who will want just such a length as was left over. This length can therefore be sold from the one-time

discard, instead of being taken off a new roll.

Keeping Sight of the Stock.

Naturally, there are a number of methods of keeping rope. Several dealers have frames built, each frame holding a great spool upon which the rope is wound. A good scheme it is, too—if room is available. This way the rope is always in sight. The man in charge may see how low the stock of each particular line is getting. Moreover, he is bound to see the left-over ends. These can hardly be disregarded.

Another scheme of handling rope, and a more popular one, is to keep it in the cellar, having an end coming up through a hole in the floor. This is a neat method. There is always a little of the rope showing. A customer may be quickly supplied, and there is no confusion. Many dealers have found this system work well—though they admit it does not by any means do away with the trouble of leftovers. Neither does it enable the closest track being kept of the rope. It is stored down cellar. Often in the dark. As to the rate at which the stock is going the dealer is also in the dark.

One thing has been generally decided. This is that careful account must be taken of the rope ends left over. One dealer suddenly awoke to the fact that he had hundreds of feet of remnants. The discovery was disquieting. However, it worked for the man's good in the long run, as an awakening usually does. He decided that he must dispose of these ends. He had them all measured, and tagged, the length and style of the rope being marked on the tag. Since this scrutiny of the old stock was made there has been a complete turnover. A man would ask for 50 feet of a certain style of rope. There would be a 55-foot

down this list. If such a length—or a length just a little greater than that for which the request is made—is on hand, the list will show it. The clerk will then look through the remnants. By the tags he will find the desired piece, and weighing it will make the sale.

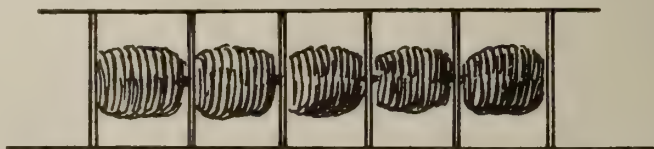
The one fault which has been found with this system is that the lists are not always kept up to date. A certain remnant is sold, and in the hurry the piece is not struck off the list. A new length is not added to the list. It is such things which spoil the system. Clerks lose faith in it. They know they can not learn quickly of the remnants in stock. Therefore, they prefer to measure off a new bit of rope.

Perhaps the best way of getting around this difficulty is to put one man in charge of the rope. Make it his business to go over the supply—say twice a week. Have him inspect it, whether it is on the main floor or in the cellar. Have him see that all remnants are tagged and listed. Have him see that no remnants are listed which have been sold. Make it one man's work and it will be done.

Still another form of waste has bothered some hardwaremen. It is the drying out. In a hot dry place rope will lose 5 per cent. of its weight. Where it is sold by the pound that is a point to be considered.

How to allow for this is a question. Every man must be a law unto himself. If the rope is kept in the cellar it is not likely to dry out, but if kept on an upper storey there will be considerable loss.

"I do not really weigh my rope at all," stated one merchant. "I weigh lengths of it when it is new. This is marked; and a man rolling off a certain number of feet can quickly estimate what these weigh, and from this can arrive at



Method of keeping rope in racks on main floor of the store.

piece among the remnants. This would be taken down and sold.

Need of a List.

But where remnants are marked in this way a list should be kept. As well as tagging the ends, the remarks put on the tag should be entered on a card. Then, the clerk who has been asked for a certain length of rope, will run his eye

the price. It does not seem to me there is any deception in this. We always give good measure, but we don't weigh rope which has lost a part of its weight."

Handling this line is not the simple task it would appear. Some may find the systems of others, as explained here, helpful. Anyway, they will serve to start them thinking.

Featuring Seasonable Goods by Cards

Suggestions Which Could be Followed Out Effectively at the Present Time—
Some Pointers as to the Best Way to Get Good Results in Lettering These
Show Cards.

Three show card suggestions of a particularly seasonable nature are shown herewith. Cards prepared after these suggestions could be used at the present time very effectively.

Our first series of suggestions, which appeared in last week's issue, dealt with stoves, taking up the question of fuel economy. Suggestion No. 1 of the present series is also designed for use in the stove department or in a stove window display. It is rather more elaborate than those previously shown and would consume more time in the preparation. It is not, however, as difficult as it may at first glance seem. The drawing of a stove in the lower curve of the letter S does not necessarily need to be done by the card writer. Chip a cut from a stove catalogue, selecting one suitable, both in style and size, and paste it on the card after the lettering has been done. This course was pursued in preparing the original of this card. The base of the stove was pasted down partly over the lettering. The lettering was then re-

ing pen or brushes can be used for this class of work. If brushes are used, it is advisable to have two sizes. If pen work is preferred, it is advisable to do the

need at the present moment. Ranges and heaters are being pressed back into service and many articles will be needed when the work of installation begins.

TIME TO INSTALL Your HEATER

*We have everything that will be needed
to put your stove in good working order*

STOVE PIPES - REPAIR PARTS - ENAMEL

Suggestion No. 2.

corners with a No. 3, which allows of a much finer finish.

No. 1 is more or less in the nature of a general appeal. If used in conjunction

The card emphasizes this need and shows where the requisite supplies can be secured.

No. 3 also points out a general need. How many families can boast of an ash sifter, that is a thoroughly up-to-date and handy one? The number is comparatively small. In many homes, ready-made contrivances are found but they do not yield the results, unless an attack of lumbago for the user can be classed as a result. The waste from unsifted ash is astonishingly large. So far as we can learn, no statistician has ever gone to the trouble of ascertaining what percentage of coal goes out with the ashes, but it must be unduly large. An ash sifter is an investment which will pay the owner back many times over. This is a fact which hardwaremen should impress on their customers and the accompanying card is an effective way of impressing it.

STOVES



*If You Want To Make Your
Home Thoroughly Comfortable
This Winter*

LOOK OVER OUR LINES

Suggestion No. 1.

touched, making the whole appear as though done by hand.

In suggestion No. 2 a style of lettering is shown which may appear at first glance to be unusually ornate and difficult of execution. However, this style of letter is made by first printing in a plain letter with square edges. The "curly-cues" are added afterward. This course makes simple enough what appears to be an intricate style of lettering to follow.

Suggestion No. 3 is done in a style which can be copied with little difficulty, even by inexperienced letterers.

The three cards can be done by reasonably expert letterers in an hour and a half to two hours. Either a No. 1 rul-

with price cards, it will be found highly effective.

No. 2 calls attention to a very general

THIS

Dustless Ash Sifter

*Will SAVE Enough On Your
Coal Bill*

*To Pay The Purchase Price
Many Times Over*

Suggestion No. 3.

Conduct of Fall Collection Campaign

A Progressive Dealer Outlines the Steps Which He Takes Each Fall to Get Back Accounts in—Has a List and Keeps on Sending Out Personal Letters—Sales During Fall Should be on Cash Basis.

The fall collecting campaign should have thoroughness and perseverance as its distinguishing features. The fall is the "ready money season" of the year. The farmer has begun to realize on his crops and is in a position to settle up the accounts he has been carrying. As everyone, speaking in a general sense, has more ready money in the fall than at other seasons, the collection campaign should be thorough. However, the possession of coin is just as likely to arouse the desire of retaining it in the mind of the possessor as the intention of settling up just debts. Therefore, the campaign should be persistent.

Prepared a List.

A hardwareman of high repute, whose undoubted success attests to the practical merit of his methods, explains his fall collection plans as follows:

"The word 'fall' suggests many things in connection with my hardware business. But over and above everything, it suggests the necessity for getting out and chasing the elusive dollar. The dollar is elusive at all times, but it becomes peculiarly so when it has been jingling in some slow pay customer's pocket for months when it should by rights have been stored away in my cash drawer.

"So I get right after my outstanding accounts. My first step is to have the bookkeeper prepare a list of everything that is coming to us. This takes a lot of time, but we find it well worth while. Despite the fact that I devote a large share of my time all the year around to the matter of collections, the proportions of the list that I receive each fall, kind of stagger me. It seems impossible to keep book debts down. They are like weeds in a back lot; just neglect 'em for a while and they soon over-run everything.

"With the list in front of me, I start to work. I dictate letters to every man on my list, that is, to everyone but a few good customers whose standing is unimpeachable and who always pay in time. A personal letter is much more effective than a mere statement or even a form letter. The recipient of a statement or form letter knows that many others of the same kind have gone out and that he may ignore it without getting into bad odor. But when he gets a letter, signed by the proprietor himself, it shows him that the firm have his account under their eye. After receiving such a letter, he feels that the merchant is really anx-

ious to get that money and remembers it personally. Unless the debtor is extremely thick-skinned, he soon settles.

"I dictate letters right and left—and keep on dictating them. When an account is settled, the amount is struck off the list. I go over the list every day. If the work does not progress as rapidly as I think it should, I put a collector on for a time. I would far rather run the risk of offending a few over-sensitive customers than risk my own welfare by letting book debts accumulate. The back-debt barnacles must be removed with an iron hand (I am paraphrasing a political expression here, I believe) from the ship of commerce.

"I pound away at that list until I have the total reduced to what can probably be regarded as the minimum. This fall, effort is supplemented by regular monthly statements and, taking it all around, I generally manage to keep my losses from bad debts tolerably low.

Watch New Debts.

"Another thing that I watch closely is the addition of book debts during the fall. I try hard to keep my business as close to the cash basis during the fall months as I possibly can. I am always suspicious of accounts placed at this time of year. If a man has not the money now to pay for his necessities, when will he have it? Not in the winter months that follow. Must I wait then until the spring or for another year?

Of course, some of the debts incurred in the fall are bona fide and can be collected without difficulty, but I make it a point to supervise credits very closely at this time of year."

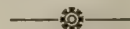


SEES GREAT POSSIBILITIES.

W. H. Gerke, Canadian manager of the Martin Senour Co., has returned from an extensive tour through the West. Mr. Gerke was deeply impressed with the potentialities of the Western field. Its immense and rapid growth has opened an almost unparalleled field for all products and he anticipates that the paint consumption will increase to great proportions.

"Manufacturers in all lines will have great difficulty in meeting the demand," said Mr. Gerke to Hardware and Metal.

He was particularly interested in the flax situation. The yield this year has been very much larger than in past years. There is a strong probability that future years will see still further advances in the flax yield, for the farmers are becoming interested in the cultivation of flaxseed.



McTaggart, Sask.—It is reported that Thos. Moffet & Co., have sold their hardware and implement business.



Every hardwareman needs a magnet of this kind; and it must be in working order all the time.

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 26 we show at Fig. 1 an illustration of a Double Pitch Skylight. This is so near like a Single Pitch Skylight that but one additional pattern needs to be developed to complete it.

This pattern is the corner mitre for the curb and is developed the same as a square mitre for a cornice.

Fig. 2 shows the profile and Fig. 3 the pattern developed in the usual way.

The ventilator at the end is simply slots set in at an angle. These are sometimes pivoted in the centre and opened and shut after the principle of common window shutters.

At Fig. 4, plate 26, we illustrate a Hip Skylight.

The patterns we must develop to complete this skylight are first the patterns for the top of the Hip Bar at S, then for the bottom of the Hip Bar at M and for the top of the Jack Bar at O, also to find the proper shape of the Hip Bar which must be an angle similar to the Ridge Bar shown at Fig. 5 but not as deep as this bar.

Fig. 6 shows the Hip Bar which is developed from the Common Bar Fig. 7. Now refer to Plate 27.

At Fig. 8 we erected at a one-third pitch a cross section showing the profiles of the Ridge Common Bar and the Curb, with the different points of the Common Bar running into the Ridge and Curb.

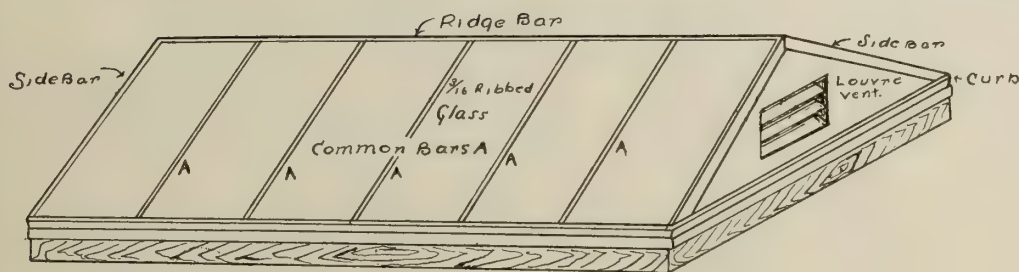
Number each of these points as shown. Now drop a vertical line from the centre ridge line down past the point "R" about three times the distance from R to point 1 on the top of the Ridge or to the point S.

Now drop a line down from the outside of the Curb line of Fig. 8 to the same depth as point S, Fig. 9.

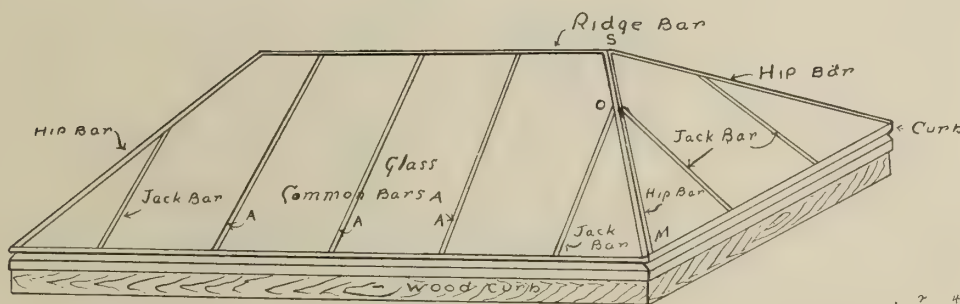
Draw the heavy line S-B and the heavy line B-A the same distance as S-B.

This heavy line represents a corner of the Skylight Curb in plan or as if you were above it looking down. Next draw the line B-A half-way between the line S-B and B-A or at an angle of 45 de-

26



DOUBLE PITCH SKYLIGHT FIG. 1



HIPPED SKYLIGHT FIG. 4

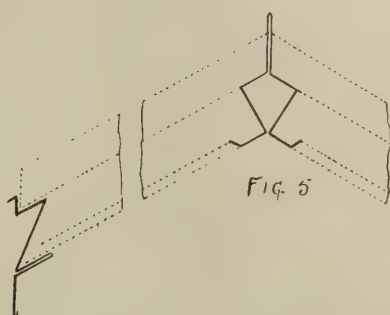


FIG. 5



FIG. 6
Hip Bar



FIG. 7

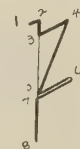


FIG. 2

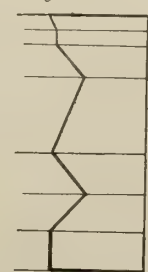


FIG. 3

grees from each and until it touches the centre line S-R.

The line A-B represents in plan view, the centre line of the Hip.

Now draw the lines B-M and A-N at right angles to A-B. Then the line N-M.

Continue this line A-N to N-T, Fig. 10.

Draw the line T-M, Fig. 10.

Now on the Hip line A-B, Fig. 9, draw a common bar the same size and shape as the Common Bar on Fig. 8.

Number each of the points the same and draw lines each way parallel to the line A-B and any distance past the points A and B.

Now drop lines from the points on the ridge, Fig. 8, where the Common Bar intersects same, to lines having the corresponding numbers drawn from the Bar on the Hip line, Fig. 9.

Now drop lines from the points where the Common Bar intersects the Curb, Fig. 8, to the lines having the corresponding numbers on the Hip line, Fig. 9.

Now in front of the ridge, Fig. 8, draw the line J-K and draw light or dotted horizontal lines to this line from each point where the Common Bar intersects the ridge.

Number these lines as shown.

Now transfer the line J-K, Fig. 8, to the front of Fig. 10 as shown by F-H, having the lowest or point 5 even with point T of Fig. 10.

Draw right angle lines from each point on F-H to the line T-W.

Now bring the T square or angle so it runs parallel to the line T-M, Fig. 10, and draw lines from each of its points on the line T-W down past the point M.

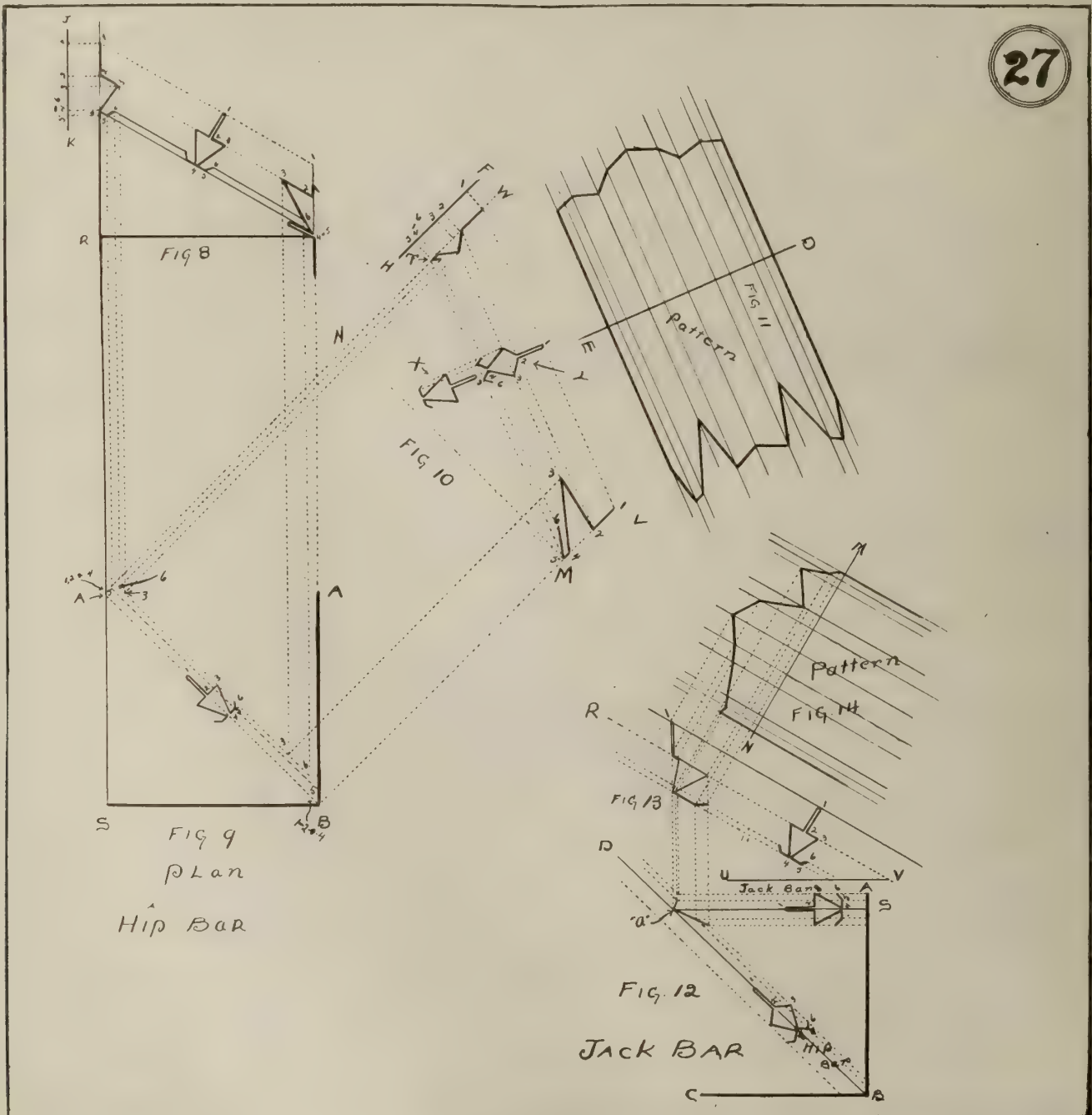
Now place the T square angle parallel to the line A-W and carry a line from each of the points at A until they intersect lines having the same number drawn from T-W.

Draw in the profile at T-W. Show by the heavy line which is the profile of the top mitre for the Hip Bar.

Now with the T square at the same angle or parallel to the line B-H carry lines from each of the points at B up to lines having the corresponding numbers at Fig. 10.

Draw in the profile shown by the heavy line which is the profile of the bottom of the Hip Bar for mitring into the corner of the curb.

Now at X, Fig. 10, and at right angles to the lines drawn from T, draw a com-



mon bar the same size and shape as shown at Fig. 8 and 9.

Number each of the points on same. Project lines up from each point until they meet lines having the same number.

This gives us the points for drawing the profile Y, which is the correct profile of the Hip Bar.

At right angles to the line W.-V draw the line D-E, and on this lay out a stretchout of the correct Hip Bar Y.

Project the usual measurement lines from each number.

Bring the angle at T square parallel to D-E and bringing it against each of the points on the profile W-T and V-M. Cut lines of the stretchout having the corresponding numbers.

Connect these lines and the pattern is developed.

Next we take up the development of the top mitre for the Jack Bar (the bottom mitre is the same as the mitre on common bars).

Fig. 12 is a plain view showing the Jack Bar mitring into the Hip Bar at "a."

A corner section is the first drawn as follows:

Draw the Right Angle Lines A-B-C.

Then the centre of the Hip Line B-D.

Erect on this line a detail of the Hip Bar and project lines from each point parallel to the line B-D.

Now at any point on the line A-B as at "S" draw a perpendicular or right angle line until it intersects the centre line of the Hip or the line B-D. This is the centre line of the Jack Bar.

Now erect on this a profile of the Common Bar.

Draw lines from each point parallel to the centre line until they intersect lines having the same number drawn from the Hip profile.

Now off to one side of the Jack Bar and parallel to the line "a" draw a line as U-V and erect the line V-R 1-3 or 30 degrees pitch the same as Fig. 8.

On this line draw a common bar as shown and project lines from each point.

What we want to do now is to develop the profile of the Jack Bar Mitre.

This is shown at Fig. 13.

You will notice that there are two profiles which is owing to the fact that the shape of each side of the top of the Jack Bar is different, the side nearest the Hip being shorter than the other side so as to fit on the bevel.

To develop these profiles we proceed as follows:

Draw line from the point 1 "a," Fig. 12, and at right angles to the centre line of the Jack Bar.

Project this line until it meets the line 1 of Fig. 13. No. 2 is also in line with No. 1.

Complete the profile of the "off" side

first by next drawing lines from points 3-4 and 5 until they meet lines 3-4 and 5 of Fig. 13.

Connect these lines and the one profile is developed.

Now repeat this for the inside profile by drawing lines from the inside points until they meet lines having the corresponding numbers on Fig. 13. Connect these points and the deep throated profile is developed.

Now at right angles to the line R-V of Fig. 13 draw the stretchout line N-M, Fig. 14, and lay off on this the stretch-

out of the Common Bars or Jack Bars drawing the usual measurement lines through each point. Then with the T square on angle parallel to the stretchout line carry lines from each of the points on the two profiles to the lines having the corresponding numbers. Draw the narrow profile into one half of the stretchout and the deep profile into the other half.

This completes the mitres for the three styles of Skylights.

We will next take up Ventilators for Skylights.

Current News of Hardware Trade

Store Nearly Ready.

Cochrane, Ont.—The new fireproof store of the Geo. Taylor Hardware Co. is well under way and will be ready for occupation by Christmas.

Early Closing.

Parkhill, Ont.—A petition has been signed by the merchants of the town to have all business places except confectionery and drug stores close at 6 p.m. every night except Saturdays until June 1, 1913.

New Electrical Firm.

St. Thomas, Ont.—C. W. Howkins, formerly manager of the electrical department of Ingram & Davey, hardware, has established the Electrical Construction & Supply Co., in premises at 283 Talbot street. He intends to do electrical work and to carry a stock of electrical goods.

After Western Site.

Camrose, Alta.—Elz. Boivin, D.L.I., of the wholesale hardware firm of Cote, Boivin & Cie., of Chicoutimi, Que., is making a tour of the West with the object of securing a business location for his sons. He was impressed at once with this town and its distributing facilities.

F. L. Shillington Resigns.

North Bay, Ont.—F. L. Shillington, general manager of the Cochrane Hardware, Limited, has resigned from the company's service and will go into manufacturing in Vancouver. Mr. Shillington took the managership when the Cochrane Hardware business was formed into a joint stock company. His successor has not yet been named.

A Daring Robbery.

Owen Sound, Ont.—Thieves got away with about \$700 worth of goods from the hardware store of Creeper and Griffin. They cut a triangular piece about a foot long and eight inches deep out of one corner of the south window, and with a strip of iron bent into a hook, drew the goods over to the hole. The stolen articles included four shot guns, five re-

volvers, some hunting knives, several pocket compasses and a few boxes of cartridges.

Pump Works Burned.

Paisley, Oct. 13.—The Paisley Pump Works and contents were completely destroyed by fire early Saturday morning. The pump factory was owned and operated by William Pusk, and was one of the oldest landmarks of this village. The cause of the fire is supposed to have been lightning, as a severe electrical storm was in progress at that time.

Business Changes.

Camduff, Sask.—Shortreed & Co., are negotiating the sale of their hardware store.

Owen Sound, Ont. — The Butchart Bros. Hardware Co., are giving up business after a successful career of a half century.

Chatham, Ont.—James E. Gray, proprietor of the Ark and Gray's China Hall, has purchased the book and stationery business of Lindsay S. Parrott, who is leaving for the West. Mr. Gray will combine the two businesses, moving his entire stock to the Parrott stand. He will give up the handling of stoves and hardware, but will continue his stove agency until the end of the year.

New Retail Firms.

Battleford, Sask.—White & Joliffe are opening a hardware store.

Khedive, Sask. — L. B. Jacques has has opened a hardware store.

Hanna, Alta.—Campbell & Horner have started in the hardware business.

Ridgetown, Ont.—W. L. Fordham has started in the hardware business here.

Chilliwack, B.C.—P. W. Martin has opened a big new store and has put in a large stock of hardware and furniture.

By-law Carried.

Prince Albert, Sask.—By a vote of 129 for and 28 against the ratepayers endorsed a by-law to grant a 20-year franchise to the Prince Albert Oil and Development Co.

Weekly Market Report --- Metals

PRICES GO UP.

There have been advances in many lines particularly in iron products.

Boiler plates have been advanced.

It is practically certain that an advance is pending in antimony. It is, therefore, a good time to buy.

MONTREAL.

Montreal, Oct. 17.—The market is strong again this week, a number of changes on the local market having been rendered necessary. It is, moreover, practically certain that other changes will be struck within the week, or early next week. There seems no likelihood of any weakening of the market. It is hard to tell exactly what will happen, but indications are all for steady, or rising prices.

Antimony has been going up. An advance will be struck here within a few days—that seems certain. Those who need the metal, and who are not well supplied, will save money by ordering. The reason for this coming advance is the old fundamental reason of supply and demand. There is a fair demand for antimony. It is taking about 14 weeks to secure a supply of this, and this long wait is making future supplies a little uncertain. So, in the natural course of business, figures will be raised.

Copper Up ½ Cent.

Copper.—The primary market is remaining firm, and stocks secured at a more favorable buy being low, local handlers feel forced to put the price of casting ingot up ½ cent. The quotation for casting ingot now is \$19.50.

In boiler plates too there has been an advance, though a smaller one. Plates, heads and tank plates have all been advanced 20 cents a cwt.

Iron.—This metal remains high like copper. Local stocks are fair, which is satisfactory, but they are costing a good deal. The supposition is that galvanized sheets will be raised within a fortnight. Indeed this seems a certainty. Black sheets too, will likely move upward.

In other iron products there have been some noteworthy changes. Forging iron has been advanced 20 cents to \$2.25; horseshoe iron has leaped 20 cents to \$2.35. Mild steel has been advanced 15 cents to \$2.10. Tire steel and toe calk steel have been raised 5 cents, to \$2.20 and \$3.05 a cwt. respectively.

Lead.—This is probably the most uncertain market of all, at the present time. Cables come one hour saying that there has been an advance in London. The next message will report a decline. With iron, copper or tin the fluctuations are fairly readily understood, but it is not so now with lead. The metal has declined from the £23 and more reached some time ago, but it is still exceedingly high. As far as can be judged, moreover, lead will remain high. Certainly those manipulating it have strong control, and unless they decide upon a decline for some reason, a decline of any consequence is not likely to come.

Tin.—There has been a good deal of variety to the market in London, but the changes have not been of any great consequence. Still tin is high, and it is predicted that it will remain high. "I can see nothing for it," remarked an authority, "but continued high prices. For a time I expected a decline of considerable size and duration, but now I have come to believe that we are in for high tin. No further advance has been made locally, and this is one of the metals where there is not likely to be any immediate change."

Generally business is reported good. There is no closing of factories, and the raw material has to be secured even though the prices for metals are a little higher than in the past.

TORONTO.

Toronto, Oct. 17.—There have been no price changes in metals during the past week, which is something unusual, for of late there have been few weeks without some changes in this line. In fact during the past week there has been little alteration in the general situation, the same firm feeling still prevailing in most lines. The present is acknowledged to be a good season of demand and trade is brisk. Plates and sheets are firmly held. Iron is still strong and it is thought that the top has not yet been reached.

Supplies in a way are not too bad, but there is by no means any over-supply. The accumulations of early fall are being cut into. Canada plates are in short supply locally.

Tin.—The prices show no alteration locally, 53 cents still ruling. There has been some easiness on foreign markets but not to the extent that would affect the local situation. Steadiness still rules. "Tin is in control of the English operators," stated a metal man this week, "and it is impossible to tell what

might happen. There were those who scoffed when it was said that a 50-cent price would be reached."

Iron.—There can be said to be no change from the firm tone that was reported in the iron market last week. Already at a high point there are those who are expecting it to mount still higher. There have been some easier turns to the primary markets, but under the present scarcity there seems no reason for any appreciable decline.

Plates and Sheets.—The accumulations which dealers got ahead in preparation for the fall demand have been pretty well cut into. Several of the local firms are short on Canada plates, and they are firmly held. Galvanized sheets are also low although they are said to be in better supply than the plates. The demand for these lines has been brisk since early fall.

Lead.—A steady volume of demand in lead is maintained, and there is little new in the general situation. Supplies are said to be in better condition than a time ago. Metal men are looking for steadiness to prevail in this market.

Antimony.—There is a fair local demand for this line. Although higher prices were quoted here last week in view of the outbreak of war, the New York market is rather easier.

WINNIPEG.

Sheet metal workers are very busy these times and have all they can do to get orders filled.

There is no change in the metal market this week, lead and copper are very firm but no changes in prices are reported. Everything goes to point to copper prices soaring in the near future and in fact the supply of copper to meet the world's demand threatens to be a serious economic question.

Local ironworks report plenty of business in hand and in sight and though there is no news of any further great constructions to be undertaken this fall, rumor is rife some important announcements in steel frame construction may be looked for before the end of the month.

There is a good demand for all lines of galvanized and iron pipe but no further advances are to be recorded.

Galvanized sheeting and troughing is still moving freely and there is no likelihood of a falling off in demand at the rate house building is still being carried on.

Weekly Market Report --- Hardware

MANY ADVANCES.

The trend of the market is markedly upward.

Wire nails, nuts, black and galvanized pipe are among the lines which have been advanced in price.

Other changes are forecasted for the near future.

The general volume of business is good.

MONTREAL.

Montreal, Oct. 17.—Again there are to be noted a number of changes, mostly in an upward direction. The rumor, moreover, is that other changes are to come. Why this should be, is easily understood. Metals continue high, and metal forms the raw material of all the lines changed. This appears a good time for dealers to get in their orders. They have a chance to make a considerable saving.

Business generally, has been exceedingly good. From city and country the orders are being received, and indications point to an increase in these as Christmas comes closer. Collections are said to be fair.

Some Important Changes.

Heavy Hardware.—In this department the greatest changes have been noted. Black and galvanized pipe has advanced about 5 per cent. In nuts and bolts too discounts have been changed, generally making for an advance. Then in refined iron has been noted a change:

Net prices for pipe, as quoted in Montreal are:

Black.	Inches.	Galvanized.
1.98	1/4	2.81
1.98	3/8	2.81
2.64	1/2	3.50
3.05	3/4	4.20
4.38	1	6.02
5.97	1 1/4	8.21
7.16	1 1/2	9.86
9.54	2	13.14
15.24	2 1/2	21.00
20.00	3	27.56
25.18	3 1/2	34.68
28.62	4	39.42

Discounts Altered.

Some of the changes in bolts and nuts are: Carriage bolts 55 and 5 off in place of 60 off. Machine bolts, 3/8 and less, 65-5 and 5 in place of 60, 10 and 10. Bolt ends 57 1/2 off in place of 60 off. Nuts square 4c per lb. off in place of 4 1/4c. Nuts hexagon, 4 1/4c per lb. off in place of 4 1/2c.

Wire Goods.—The new prices fixed

here last week have had no harmful effect upon orders. Some lines of course, are moving a little slowly at this season but for other lines orders are pouring in.

Builders' Hardware.—Still business is brisk. It begins to look as though the manufacturers will not raise prices in these lines this season. There have been some minor advances, but not nearly as many as had been expected.

Big Call for Shooting Goods.

Sporting Goods.—Rifles and ammunition are moving exceedingly briskly. So are decoits, shooting coats and such goods. Rugby supplies, are, of course, selling well; but the rugby season is a short and somewhat unsatisfactory one. For skates and snow shoes orders are already being received—also for hockey sticks and pucks.

Seasonable Lines.—Silverwear is moving more and more rapidly. Every week sees a brisker demand, due largely to the fact that the dealers are appreciating the advantage of early buying.

TORONTO.

Toronto, Oct. 17.—As predicted last week there has been a number of price changes, and it seems as if there are more to come. The changes have been upward and are caused by the higher values on metals. Nuts have undergone a change, wire nails have been moved up, while black and galvanized pipe have been advanced. There are said to be other lines which need attention.

Jobbers are well pleased with the volume of trade which is coming in at the present time. Fall goods are in full swing now, early winter lines are receiving more attention while a good trade is being done in lumbering supplies.

Seasonable Goods. — Those lines that the cooler weather brings a demand for are going out now. Among other lines might be mentioned, weather strips, roofing, mitts, gloves, horse blankets, etc. Another line of goods includes coal scuttles, shovels, ash cans, tongs, etc. Some snow goods are also being shipped.

Lumbering Supplies.—A movement of lumbering supplies is now in evidence and is expected to continue. Lumbermen will soon be betaking themselves to the woods and they will want a big range of goods, including such lines as axes, handles, saws, chains, mitts, gloves, etc.

Builders' Hardware.—Demand for builders' hardware shows little or no abatement, and jobbers report that the

fall trade has been particularly good. Nothing else could be expected in the face of the large amount of building that has been done in Canada this year. It is especially finishing goods that are in demand at the present time.

Heavy Hardware.—As predicted, there have been a number of price changes in heavy hardware. One of considerable importance is that in wire nails which have been advanced 10 cents, which is in sympathy with the higher cost of the raw material. The discount on nuts and bolts has been changed for the same reason. Black and galvanized pipe has been moved up about 5 per cent. The new prices will be found elsewhere. There are rumors of still further advances in other lines.

Sporting Goods.—There is a sorting demand for rugby goods at the moment. Hunting supplies are also in demand, and the fall trade should soon reach its zenith. Now is the time when retailers should look to their supplies as well as push sales strongly in this department.

WINNIPEG.

Reports from all big Western distributing centres as well as in Winnipeg are to the effect that business is good and that the statistics of trade for 1912 will show a marked increase over those of 1911. The wholesale merchants anticipate a very active fall and winter business.

Some lines of hardware, as usual at this time of the year, are not in such brisk demand as previously but there is a notable increase in sales of such articles as are usually in demand from the present time until the end of the year.

There is a good movement in window glass and other lines needed for repairs and general fixing up for winter. Supplies of glass are said to be short but there is no change to report in local prices.

Builders' supplies are still moving freely. Building paper and finishing articles are moving quite freely and there are no signs of a falling off as building permits for the week ran to \$400,000 practically all for residences of the middle class. In all 3,912 permits have been issued and the total number of houses erected exceeds 4,000.

The crop is now moving rapidly, Winnipeg daily receipts averaging over 1,000 cars or 1,000,000 bushels daily. No serious transportation troubles are yet in evidence.

Collections show some improvement and bank clearings have much increased during the past two weeks.

Stoves, Furnaces and Accessories

Methods of Progressive Stove Dealers

Bernhardt & Gies, Preston, Are Making Efforts to Offset the Opposition of Stove Pedlars—A Good Talk on the Question of Stove Quality—One Firm Offers Free Cook Book to All Entering Their Store on Certain Days.

Bernhardt & Gies, Preston, Ont., are making a special effort to meet the pedlars who, apparently, have been infesting that locality. They are making strong use of the argument that they guarantee the stoves they sell—and are on the ground to back up the guarantee. In a recent advertisement, they say:

"Every stove guaranteed or money refunded.

"Remember, if you buy from us and anything goes wrong, we are right in your own town and glad to make it right. Where will you get your repairs if you buy from a pedlar? Where will you find them if the stove does not bake properly? Who gives you the better value? We're here to talk it over."

S. F. Heartwell & Co., Rosetown, Sask., are featuring the sale of "all night stoves." They are appealing to the public on the ground that their stoves once "set" will burn all night without further attention.

Good Quality Talk.

The Day Hardware Co. of Red Deer, Alta., talk quality very effectively and at some length in their stove advertisements. They say: "But the first cost to the consumer is not always the greatest consideration. It is much better to pay a fair price for what is good than a low price for a light, cheaply finished stove no matter how small the cost may be. In the first instance you get a range that is well finished, long lasting, and with which you get the best possible results from the fuel you burn. In the other you get a range that is not economical and that will in a few years be reduced to a pile of scrap."

Going After Repair Work.

Geo. B. Jameson, of Melpot, Sask., who has recently enlarged his store, believes in going after repair work on stoves. He presents the matter to the good people of Melpot in the following wise: "Many times, the proper repairs will double the life of a good stove. The most important thing is that it be repaired in time. Whenever your stove needs repairs, see us. If we

can't fix it no one can, and when we do it will be fixed right. Remember, the longer you put it off the more it will cost, the more inconvenience you will suffer in the meantime, and the less chance there is of being able to repair it."

The last edition of "Taylor's News" (advertisement of Geo. Taylor Hardware Co.) was devoted entirely to the question of ranges. Prices were quoted on all lines.

Giving Cook Books.

A. Levinter, Queen street, Toronto, advises people to "banish range troubles" and goes on to say that the range he has to sell is "the acme of perfection in the stove builder's art—easy to manage—burns wood or coal without changing the grate, and allows absolute control of the draft."

To further his sales, he offers to everyone entering the store on two certain days a cook book free and a sample can of baking powder.

Held Annual Sale.

On Friday and Saturday, October 11 and 12, Turnbull & Cutcliffe, Limited, Brantford, held their fifteenth annual sale of ranges and heaters. They advertised the event largely and the result of the two days sale was a bigger volume

of business than ever before. This regular fall stove sale of Turnbull & Cutcliffe has become a noteworthy fixture.

Are You Going Into Contest?

Are you going to enter that stove window display in Hardware and Metal's contest? Not much time is left now to make up your mind.

In order to stimulate interest in the question of stove displays, Hardware and Metal have inaugurated a contest which should appeal to all window trimmers. Photographs of stove window displays will be received at this office and for the one adjudged the best a prize of \$10 will be awarded.

In addition to that, the sum of \$1.50 will be paid to all contestants who fail to secure the prize, but whose display is deemed worthy of reproduction.

Terms of Contest.

The contest will close on Saturday, October 26.

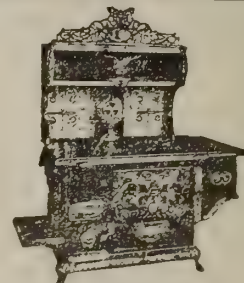
Contestants must send in a brief description with photograph, outlining details of construction and telling what results were achieved. It is important that the description should be made lucid and complete.

Address to "The Editor, Hardware and Metal, 143-149 University Avenue, Toronto," and mark in envelope "For Stove Window Contest."

15th Great October Sale of Buck's "Happy Thought" Ranges and "Radiant Home" Coal Heaters at Precisely Wholesale Prices!



NOTE CLOSELY TIME, TERMS AND CONDITIONS
Friday and Saturday, October 11th and 12th
We Are Going to Sell "Happy Thought" Ranges and "Radiant Home" Heaters at
20 Per Cent. Off Our Regular Prices—for Cash



A Few Things to Note and Remember in Connection With Our Big Range and Stove Sale

The "Happy Thought" Range is a new and improved model, and is the best of its kind ever made. It is a true "Happy Thought" Range, and is the only one of its kind ever made.

"Happy Thought" Ranges \$12.00 to \$15.00. "Radiant Home" Heaters \$10.00 up to \$14.00.

"Happy Thought" Ranges \$12.00 to \$15.00. "Radiant Home" Heaters \$10.00 up to \$14.00.

"Happy Thought" Ranges \$12.00 to \$15.00. "Radiant Home" Heaters \$10.00 up to \$14.00.

TURNBULL & CUTCLIFFE, Limited, Hardware and Stove Merchants

Half-page advertisement used by Turnbull and Cutcliffe, Brantford, to advertise their 15th annual stove sale.

Traveler Wagers on Stove Deal and Wins

Finds One of His Firm's Stoves Being Used as the Foundation of a Junk Pile—Agrees to Take This Back and to Find a Buyer—The Dealer Claims that the Stove Had Not Sold Because There Was No Demand for Stoves, and that It Could Not Be Sold—He Backed His Conviction and Lost.

Listen to the true story of a stove traveller. It throws a little light upon the causes of success and failure in the handling of stoves.

"Not quite a year ago," remarked the traveller, "I was visiting a town in Quebec. I was on a little holiday, but just naturally dropped in to see the two hardware merchants. Both were business friends, and I wanted to see them, though only one handled our stove.

"This customer of ours was exceedingly glad to see me. I was greatly flattered until he said, 'I want you to take back that stove of yours. We can't sell it. The stove is all right, I guess, but there is no demand for ranges here.

No Range Visible.

"Where is the stove?" I asked. I could not see one anywhere.

"Over there," said the hardwareman.

"Still I could not see any stove, but I saw some iron, which looked as if it might be a part of a stove. I went over and examined it. Sure enough it was our stove. I had to acknowledge it was ours, though it looked like a poor relation to the models I had seen shipped just before I left the office for this little holiday.

"You see this man had taken no interest in the range. He did what a great many other dealers do, in spite of all that has been said. He used that stove as a receptacle for all waste. It was a table too. Indeed it was the foundation for as fine a pile of junk as one could wish to see. The fire box was filled with straw and paper, the door yawning open showing this. It was a scare-crow stove. The top was covered with oil cans and old paint cans. Some of the oil had streaked the top, and paint had trickled down the sides. Blacking and that stove had been divorced. No wonder the model was kept in a dark corner, as much covered as possible. It was not fit to be seen. A customer perceiving that model would not be stirred with the thought, 'How nice it would be to have such a stove in my kitchen.' Not much.

The Dealer's Contention.

"Well, I tried to convince that dealer that he had not given that range of ours any kind of a square deal. He laughed at me. Said it was my business to talk stoves, but it was his to sell goods, and

he was not going to give valuable floor space to a line which did not move. Nor was he going to spend valuable time polishing a stove, when no one wanted a stove. All he wanted, he said, was for us to take the stove back.

"Well there seemed nothing else for it. I went across the street to the other hardwareman, and asked him to take this stove from me. He protested. Said he was handling another line. Said he never showed stoves in his window, anyway. You see I had asked him to put this in his window. However, I promised to get a purchaser for the stove, and upon that understanding he took it. I thought I would be able to find a buyer all right, and I wanted to show the man who had used our model as a garbage heap, just what was what.

Making a Bet.

"With the arrangements all made I went back to our old customer and told him I would take the stove back, but that he must clean it up properly. 'Sure,' he said. 'I'll do that, and I'll deliver it wherever you want.' 'Well,' I replied, 'you won't have to go far. Just to the hardware store across the way.' There was no doubt the dealer was a little annoyed at this, but all he did was to bet five dollars that the other man would not sell the stove. I covered the bet.

"That was the first chapter. The second saw our model in the opposition hardwareman's window, and me hustling about to stir up a buyer. This was not very difficult. The paint and oil had been cleaned off the range. The straw and paper had been removed from the fire box. The model had been thoroughly polished. It looked well. Moreover, it was the first stove that had ever been shown in a store window in that town—yes in the year of grace 1911. Naturally it attracted a good deal of attention, and I soon found a friend who wanted a stove, and who took a fancy to this one, and to him the dealer sold the range, making a \$7 profit on the deal.

Where Real Profit Lay.

"That profit was not very large. You see I knew how short a time the dealer had handled the stove,—how little work it had meant for him—and I did not

want my friend to pay too much for it. But the \$7 was only one part of the profit. The real benefit lay in the fact that the value of keeping stoves to the front—even in the windows—was brought out. Sales in that town have been larger ever since.

"Oh, yes, the first dealer paid his five dollar bet all right. He has waked up to the stove business too. I guess he has already won back that five dollars several times over."

Latent Demand Everywhere.

Such is the story, and as has been said it is a true story. There is little use pointing the moral. It is not necessary. Those who are selling stoves successfully know that to do this they first have to keep the stoves they carry looking clean and bright, and second, they have to place these where they may be seen. Those who are not selling stoves, however, might well pause to consider just why it is that they are not meeting with success. There is little ground for the excuse that stoves are not in demand. They are wanted in other places, and it is practically certain that there is a latent demand everywhere which, if stimulated a little, would result in sales.



To Double Plant.

Hamilton, Ont.—Chadwick Bros., one of Hamilton's brass manufacturing companies, will double the present plant in the spring. The work of extending the present factory on Oak avenue will be started shortly, and 65,000 feet more floor space will be added. The property has already been acquired, and more property on Oak avenue north of the tracks is also owned by the company.



Staff Change.

Penrose, Sask.—L. R. Phillips, Hugh McGillvay's new tinsmith, came from Lettbridge, where he has been for the last five years.

Weekly Market Reports---Stoves

PRESSING FOR ORDERS.

The stove rush is now on and retailers are beginning to press hard for delivery. Manufacturers are holding their best but the tension is growing. If really cold weather were to set in, the situation would become acute.

The furnace industry is reported to be particularly brisk.

MONTREAL.

Montreal, Oct. 17.—Now there is but one complaint, though it is two sided. It relates to the quantity and the shipping of stoves. Retailers—or a number of them—are complaining that they cannot get the stoves they have ordered. Manufacturers are troubled because they find it practically impossible to fill the orders they have received. One concern states that a number of orders have been refused, because it is found practically impossible to give delivery.

There are several causes for this state of affairs. One is the old old cause—the tardiness of certain dealers in placing their orders. Another is the trouble which some have experienced with their men; while still another cause—the great cause in fact—is the hugeness of the general demand. It was predicted that this would be a banner year for stoves, and surely there is no reason to doubt this now.

Big Call For Heaters.

Ranges and Heaters.—Locally, the call for heaters is larger than that for ranges. From the lower townships, from the West—from all points indeed—orders for heaters are coming in. Retailers are meeting the demand now. Their stock, often none too large from the start, has been greatly reduced. In some cases they find it impossible to supply customers, and the calls upon the manufacturers have been insistent. Orders for 20 for 30, and even for 100 heaters have been received. Even such sizable orders can not always be immediately shipped.

Ranges, like heaters, are badly wanted just now. Here, too, there is difficulty in making shipments. The demand is not from any one section, but from city and country alike.

Radiators.—The scarcity here is one of sizes. Even more than last year the call is for low and two coil radiators. Stocks of these, though thought large, have been greatly reduced. It is now becoming exceedingly difficult to get radiators.

Oil Stoves Being Pushed.

Boilers, too, are being largely ordered.

The supply of these, while reduced, is yet sufficient to make possible fairly prompt delivery.

Gas and Oil Heaters.—For gas stoves there is the steady fall demand. These are being installed in many new houses.

For oil stoves the demand is now reaching large proportions. In many stores these are being brought prominently forward, and that seems all that is necessary to stimulate sales.

Seasonable Goods.—Still the demand for coal shovels, ash cans, coal hods, and such lines is large. Many a man is starting his furnace, and the wants of such a one are many. Ash sifters, too, are in demand by the thrifty, and the call for these has been large.

Advance Not Likely.

Stove pipes and elbows are also in demand. Huge supplies of these have been greatly reduced.

Tinware, it has been rumored, is on the point of advancing. A careful study of the situation fails to give any surety to this rumor. Tin has undoubtedly been high—and it undoubtedly is high now. Many lines have been selling at no profit at all, yet there seems no immediate probability of a general advance. One or two lines may be changed, but that will likely be all.

TORONTO.

Toronto, Oct. 17.—More and more every week is it becoming evident that the stove trade this year is going to be far in advance of any previous season. In fact, this was predicted while the season was yet young but it is becoming more assured every week. In spite of increased efforts put forth by manufacturers and the enlargement of factories, things are in just about the same position as a year ago. Reserve supplies are in no better condition than at this time last year. The West has to be thanked for the major portion of the increase but the East is also doing its part. For instance, a man who knows, informed the writer a few days ago, that the stove sales of one of Toronto's big departmental stores during one week of this month amounted to the same figures as a year's sales, five years ago. This shows that the sales are on the increase in the East and also that the big stores are going after the stove business strongly. The small retailer needs to work hard to hold his own.

With the advance of the season, retailers are beginning to press for delivery of stoves. Manufacturers of furnaces are hoping that the fall will be an open one.

Ranges.—It is always the ideal of manufacturers to keep pace with orders, but they are again this year falling considerably below their ideal. There have so far been no serious complaints, but dealers are beginning to press harder for shipments. If real cold weather should set in, conditions would become much more acute, for there would at once be an urgent call for supplies.

An effort is being made to get as many shipments as possible beyond the Great Lakes before the close of navigation. The West is a big customer this year.

Furnaces.—“I certainly wish we were,” said one manufacturer this week, when asked if he had caught up with orders yet. Most others would give about the same reply. Building has been on a big scale this year and furnace orders are in proportion. As long as the temperature remains above a certain level there will not be any strenuous complaint, so that dealers are hoping for a long and open fall.

Retail dealers are busy at the present time with the installation of furnaces, while this is a season when there are many repairs to be cared for. The season has been a record one.

Heaters.—Here there has been a fair volume of demand so far, and a good season is being looked forward to by manufacturers. The cool weather is putting the people in the notion and retailers' stocks should soon begin to show an appreciable movement.

Heating Accessories.—There was a shortage or at least a near shortage in some lines for a time but conditions are again back to normal for the season. All lines are in good demand.

WINNIPEG.

Stove and furnace lines now occupy the place of special importance in the hardware and general stores throughout the country and the sight of heavily loaded drays constantly leaving warehouses is evidence enough that stoves are moving.

A brisk demand is reported for stove bricks, coal hods, stove and furnace pipe and stove accessories of all kinds.

The volume of the city trade in heating and cooking apparatus is unprecedented. It will be best appreciated from the building statistics which up to date show something over 4,000 buildings erected, the great majority of course being dwellings.

Considerable business is yet being done in gas ranges and grates and electrical heating and cooking outfits are growing in popularity among the more wealthy citizens.

Methods of Retailing Paints and Varnishes

Planning Ahead Brings Large Paint Sales

Dealer Uses Date Pad to Good Advantage — Enters Information Ahead So That It is Sure to Come to Mind When it Will be Valuable—This Course Has Not Only Brought Sales But Friends, and These Have Brought New Customers.

Undoubtedly this is a day of outside salesmanship. There is, in every city, a small army of men whose offices are practically on the street. Outside salesmanship is becoming a recognized force in hardware—a force which some regard with favor, and some with disfavor. Whether he will adopt these aggressive methods or not, is, of course, a question for each merchant to decide for himself, considering the class of people from whom he gets his custom, and the opportunity there is for deriving benefit from the new practice. However, none will doubt that a certain style of outside salesmanship, as employed by a Montreal merchant who handles paint, is bound to bring only good results.

Remembered Purchaser's Remark.

This man—he has only been in business for himself a few months—sold a builder nails and some tools in July. Then the man had spoken of some other houses he was going to build a little later. The dealer remembered those houses, and the other day went to the builder and suggested that he buy his paint. This builder said he had given a contract for painting the houses nearly completed. He had, in fact, told this before. "Well," said the merchant, "you are well started on some other houses, I believe. Why don't you use my paint for that?" "Alright," said the builder, and the deal was finished. The order was for 16 gallons, a nice little deal as will be seen.

July Order Brings October Sale.

It was memory that helped this man—memory assisted by system. He had entered on a date pad the fact that this builder was going to start some new houses. He had entered this the day he learned the news. Then, in the fullness of time, when the date pad showed this note, he went after the builder and got the order. That order for nails and tools in July, therefore, had resulted in the sale of 16 gallons of paint in October. It is an instance of one department helping another.

This dealer makes it a practice to use a date pad in this way. Whenever he learns some bit of information which he thinks will be of value later on, he enters this ahead on his date pad, putting

it on a day which he thinks will be a little ahead of the time when he should take some definite action. This done he is free to forget the matter. It will be brought to mind again in due course.

Another instance of the results which have come from this man's course of procedure is worthy of note. When working for his old firm a contractor came in and asked for augurs to dig post holes. They were not in stock, and were not secured. As soon as he entered into business for himself, this hardwareman made a note of this matter. Then, when it was approaching the season when these post hole augurs would

be needed, he came across this note on his date pad. Promptly he ordered some, and as soon as these came in went to the contractor who had wanted this article. Yes, the builder still wanted them. No, he had not been able to get them. Would he take some? He surely would. Just as soon as the hardwareman could get them. What, the hardwareman had them already? Then he could send around four.

That was one sale. It meant some profit but it meant more than that. It meant the business of that contractor. Nor was that all. The contractor has been speaking well of that particular store ever since, and has turned several other good customers towards it.

Perhaps going after orders in a hit or miss fashion is not always wise; but outside salesmanship based upon a carefully prepared course of action, can not do other than bring good results.

Hardwareman who believes in Window Display

A. J. Wright, of Hamilton, Has a Well-Designed Store Front, Which Enables Him to Present Creditable Trims—Unique Window of Paint Goods—Price Cards a Feature of His Work.

The accompanying illustrations show the store of A. J. Wright, Hamilton, Ont. Mr. Wright is an aggressive young hardwareman who has built up a good business on thoroughly modern methods.

This is evidenced in the views presented of the exterior of his store. The front was planned to give a deep entrance and thus provide larger window space for display purpose. The windows were pro-



*The hardware store of A. J. Wright, Hamilton—
Mr. Wright is standing in the entrance.*

vided with backgrounds to improve the quality of the display work and the space above the windows was fitted with glass to offset the interior darkness which might otherwise have resulted from the casing in of the windows. The result is an attractive store front and a bright interior.

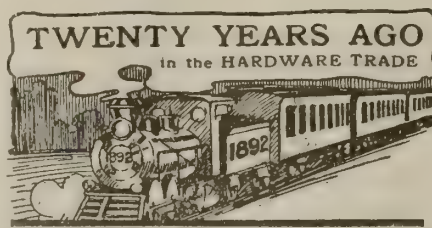
Mr. Wright is a believer in window display work. The two illustrations show four distinct displays—one paint, one shears and razors, one tools and one washing machines and wringers. All were creditably arranged. It is noteworthy that Mr. Wright makes good use of the lithographs and printed matter supplied by the manufacturers. He also is a firm believer in the price card.

The paint window was a particularly effective one. An assortment of paint was grouped in pyramids together with color cards and views of buildings where the paint had been used to good effect. An unique feature of this paint display was the use of two cartoons in the centre of the window. One represents a house with a semblance of a human face. The mouth is wide open and therefrom issues the statement: "How dry I am. I am cracking all over." Underneath the cartoon was printed: "Your house is thirsty." The second cartoon was somewhat along the same line, pointing out the wisdom of painting property often and always.

In the shear and razor window, the most marked feature was the introduction of a large case, containing a wide assortment of shears and scissors. This

display was plentifully sprinkled with price cards.

Mr. Wright's store is just opposite the Armouries in Hamilton where the convention of the Retail Hardware and Stove Dealers Association will be held next year.



The following items are taken from the issue of Hardware and Metal, of October 22, 1892:

"Mr. Bell, hardware merchant, was among the losers in Wednesday's fire at Beeton, Ont."

Editor's Note.—There are few dealers who have not experienced a fire at some stage of their business career. The inconvenience suffered by Mr. Bell in this instance was temporary. As all know he is still in business in Beeton.

TRADE NOTES.

"Benny McPherson & Co., wholesale hardware merchants, Montreal, have dissolved partnership.

"Some time early on Friday morning, parties broke into the hardware store of R. E. Walker, Caledonia, Ont.

"Thomas Robertson & Co., Montreal, will shortly open a branch warehouse in Toronto, where their representatives, Craig, McArthur Co., will keep full stocks of all the metals handled by the firm.

Mr. William McMaster of the Montreal Rolling Mills, has been sworn in a justice of the peace.

"A. J. Fitzgerald, hardware merchant, Norwood, Ont., has been succeeded by J. N. Ackerman."

The Greening Wire Co., Hamilton, are adding to their already large premises."

Editor's Note.—The B. Greening Wire Co., as the company is now called, has been called upon to extend often since then, the industry having kept pace with the development of Canada.

Quite a list of assignments is given in this issue. It is gratifying to note that three of the hardwaremen whose names appear on this list began all over again and made a success of it, so that to-day they are ranked among the most successful of merchants.

"On and after January 1, the terms of sale of carriage bolts, coach screws, machine bolts, stove bolts, tire bolts, sleigh shoe bolts, stove rods and nuts, will be four months or 3 per cent. cash discount if paid within 30 days from date of invoice."



A view of the exterior of A. J. Wright's hardware store, showing two good window displays.

Liven Up Winter Paint Sales

In our Maple Leaf line, we have no more acceptable business builder for the winter months than the smooth-flowing, easily-applied and wear-resisting FLOGLAZE. It wears like iron on floors. It is an ideal finish for interior trim in stain or enamel effects. Is your stock sorted properly for winter trade?

Our Decorative Aid Department helps dealers do winter business. It supplies color schemes for rooms, gives pointers regarding materials and methods of applying, sells stencil designs, and develops local interior decoration jobs by co-operating with the dealer and painter. Write for the Decorative Department booklet, and learn full details.

Flo glaze

This finish was originally made for floors. It is a perfect outdoor or interior finish, easy to sell and absolutely satisfactory to the local painter or consumer. Get a sample tin from us.

Made in 29 shades, including flat and gloss white and black, and gloss natural. Balance of colors are opaque or stain finishes—a complete interior line.

The M-L Line, of which FLOGLAZE is only a part, covers the entire paint trade. The business is handled entirely through the local retailer. Every method of developing business is used by us to help the dealer. This is a line you should investigate. Write us for complete color cards.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

SERVICE

THE SUM TOTAL OF ALL PAINT QUALITIES

Do you select paint by "material" and hope for "service," or, do you judge paint by what it will do, and select that paint which is most efficient in working, hiding, covering and lasting qualities?

The dealer, who buys paint on a basis of results; Service—is a business builder. He wins the good-will and continued patronage of his customers by selling them full measure of paint and full measure of satisfaction.

When you can talk results—superior results, and prove them instead of theorizing on quality or purity, you have attained the first principles in building up a larger and more profitable paint business.

A comparison of paint values will convince you that "High Standard" is the logical paint for you to buy, because the "Little Blue Flag" line enables you to supply your customers with a paint of exceptional service. Add to this, Lowe Brothers' un-ordinary advertising and you have reached the maximum of successful selling.

Ask the man from Lowe's.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
KANSAS CITY BOSTON

Weekly Market Report --- Paints

PRICE REDUCTIONS.

The paint and oil market has been featured by a number of price reductions. Linseed oil has gone down 4 cents, turpentine is also lower and 1 cent has been taken off the price of gasoline.

Business continues brisk in all lines.

MONTREAL.

Montreal, Oct. 17.—This, usually a light month, has shown but little falling off in orders this year, yet indications are that the approaching November will see considerably brisker buying. This is evidenced from the reports being received from the travellers.

Not many changes in prices have taken place during the past week—nor is the one change of any great importance. There is, however, a possibility of a change in putty which is properly demanding some attention. Not that the movement would be of great importance, but it would be the result of a scarcity which would cause much trouble. Recent labor troubles in England have brought about a situation which makes a tight situation in putty seem very possible.

No Reason to Stock Heavily.

Linseed.—The feature here is a certain unsettled condition of the market. There has not been any word from the west which would lead to a change in prices, and none has been struck, yet there are rumors of rapid changes. This, of course, is a season when such rumors are to be expected and it is not at all certain that changes are in sight.

Turpentine.—Another drop of 2 cents has been struck here, making a decline of 7 cents in three weeks. The condition is easily explained. Cheaper turpentine has come into Savannah, and now this has reached Montreal. The handlers are paying less for their supplies, and are therefore charging less for them. "Turps" are never a sure proposition, and there is not a great deal of use trying to peer far into the future. Probably, however, prices will remain at about the present level.

Strike In Whiting Mills.

Putty.—This is the heavy season for this line. The demand is already very large, and there is a likelihood, approaching almost to a certainty, that the call will increase. This would cause no uneasiness at all, were it not for the fact

that there has been a strike in England in the whiting industry. It occurred at the same time as the dockers strike, and therefore was little noticed, but it resulted in the closing of mills for eleven weeks, and that so cut down the supply that there is now a doubt as to the possibility of filling contracts. One concern—upon learning of the strike—cabled to make sure if their contracts would be filled. The answer was that only two-thirds of the proper quantity could be sent.

If boats can be secured to bring over the whiting it seems likely that there will be no trouble—for enough will come through to meet the immediate demand. On the other hand, if there is a scarcity of bottoms, whiting will be scarce and prices of putty may have to be advanced slightly. In any event this would seem a good season to cover putty requirements.

Much Shipping of Paint.

White Lead.—Here there has been no change. The volume of business continues exceedingly large. Certainly the high price to which white lead has been raised has had no effect as far as orders are concerned. There is no thought of any immediate change in prices.

Paint.—The demand is larger, perhaps, than it was a fortnight ago. Those places which get in their supplies by water are now ordering largely. They are anxious to get in their winters supply by the cheap water transportation. As the factories are still somewhat behind those wishing to secure the advantage of this cheap transportation should order at once.

Glass.—Here there is little new to report. Word from Belgium gives but little idea what the political situation is; and upon this, of course, hangs the future of the glass business.

TORONTO.

Toronto, Oct. 17.—Paints and oils are featured by a steady movement that is satisfactory to dealers. Trade is showing a proportionate increase in keeping with the general prosperity of the country. Business is acknowledged to be brisker than is usual at this season of the year.

The same lines that showed a change last week, have again shown an alteration; and again the change has been in a downward direction. Linseed oil is again quoted lower, while turpentine is also slightly reduced. Otherwise there is a steady tone to the market.

Linseed Oil.—The reduction of last week has been duplicated, prices having

a decrease of 4 cents, bringing present figures down to 75 for raw and 78 for boiled. This was as predicted and was caused by the pressure of the big Canadian flaxseed crop, which is acknowledged as large although it is not yet safely harvested. It will at any rate show a considerable increase over last year.

Turpentine.—Turpentine has moved this week, going down 1 cent to 58 cents. A large supply on the primary market has had a depressing influence of late. The Savannah market has taken on firmer tones at intervals of late, so that future developments are by no means a sure thing.

White Lead.—There is nothing particularly new to report in this line. Condition of supply shows a considerable improvement over some time ago, shipments being heavier and demand hardly so brisk. However, a steady tone prevails in regard to price.

Glass.—There is no new news of interest coming forward from Belgium, and accordingly no new developments here. It is more a fear that something may happen that is disturbing the market at the present time. As a result there is a continued firm tone here under a good demand. Autumn is always a good season of demand for glass.

Putty.—More normal conditions exist here now in regard to the supply of putty. However, there are no accumulations and accordingly prices are steady to firm.

Paints and Varnishes.—Thanks to the more favorable weather, outside painting has held on longer than is usual. There has been a good volume of sorting orders while interior lines have also been moving well.

WINNIPEG.

There are no new features to report in paints and oils. Turpentine is steady. Linseed oils are at the same figure as last week. The flax market is, however, very weak and further reductions in flax products are altogether probable.

Painters are making great efforts to get away with outside work before freeze up and sign painters report business as very brisk in their line.

There is also a strong movement in kalsomines and stains and varnishes and other lines in demand for fall renovating.

The weather has been more favorable during the present month than during September but the season for outside work is rapidly drawing to a close.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD - 30% PURE WHITE ZINC

100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be “away up” in price.

It would be if we were not corrodors of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain “top of the market” selling price on **B-H “English” Paint**, because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70 per cent. pure white lead—30 per cent. pure white zinc—100 per cent. pure paint.



B-H “English” Paint is a good seller—big sales and good profits. High quality means pleased customers — and pleased customers more money in the cash drawer.

B-H “English” Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.
Cookson's or Hallett's, per lb. 85 10 00

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Aluminum, 8c.; Mogul, 6c.; No. 3, 5 1/2c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal, XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A", 20c.; "B", 18c.; "C", 15c.; "D", 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1 1/2 in., 9 95 10 00
" 2 " 8 65 8 70
" 2 1/2 " 11 00 11 00
" 3 " 12 60 12 70
" 3 1/2 " 15 75 15 85
" 4 " 20 20 20 30

BRASS.
Spring sheets, up to 20 gauge, 0 27
Rods, base 1/2 to 1 inch, round, 0 23
Tubing, seamless base, per lb., 0 26
Tubing, iron pipe size, 1 inch base copper tubing, 4 cents extra. 0 26

BRASS GOODS, VALVES, ETC.
Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c., roundway 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 19 50
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1, 19 50
Canadian foundry, No. 2, 19 00
Middleboro, No. 3 pig iron 21 00 24 50
Summerlee, No. 2 pig iron 24 80 25 00
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 22 00 25 50
Clarence, No. 3 22 50 25 50
Jarrow 25 50
Glenbrook 26 00
Radnor, charcoal iron 33 75 34 50
Ayrshire, No. 3 25 00
Ferro Nicket pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles 5 bars, base 2 50 2 50
Common bar, per 100 lbs. 2 10 2 05
Forged iron, per 100 lbs. 2 25 2 35
Refined iron, per 100 lbs. 2 35 2 40
Horseshoe iron, per 100 lb. 2 35 2 40
Mild steel 2 10 2 20
Sleigh shoe steel 2 10 2 25
Iron finish machinery steel (domestic) 2 15 2 25
Iron finish steel (foreign) 2 20 2 25
Reeled machinery steel 2 20 3 00
Tire steel 2 20
Sheet cast steel 0 15 0 15
Toe calk steel 3 05 3 15
Mining cast steel 0 07 0 08
High speed 0 65 0 65
Capital tool steel 0 50
Cammel Laird 0 15
Black Diamond too steel. 0 08 0 08
Corona tool steel 0 06 1/2
Silver tool steel 0 12 1/2
Cold Roll Shaffing.
9-16 to 11-16 inch 0 06
1/2 to 1 7-16 inch 0 05 1/2
1 7-16 to 3 inch 0 05
Montreal, 35 and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 50 2 60
12 gauge 2 40 2 65
14 gauge 2 30 2 45
17 gauge 2 30 2 55
18 gauge 2 30 2 55
20 gauge 2 30 2 55
22 gauge 2 35 2 65
24 gauge 2 35 2 65
26 gauge 2 45 2 75
28 gauge 2 50 2 90

CANADA PLATES.

Ordinary, 52 sheets 3 00 3 00
All bright, 52 sheets 2 90 4 50
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45
60 4 70 4 70
20x28x80 8 90 8 90
20x28x80 9 40 9 40

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 10
24 gauge, per square 5 00
26 gauge, per square 3 85
28 gauge, per square 3 65
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur. Gordon Gorbals
gauge Head de-Lis Crown Best Best
18-20 3 70 3 35 3 60 3 70
22-24 3 75 3 40 3 65 3 75
26-28 4 15 3 80 4 05 4 15
28-30 4 35 4 00 4 25 4 35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22 3 65
24 3 70
26 3 75
28 4 00

Apollo brand—

Montreal. Toronto
24 gauge, American 3 60 3 45
26 gauge, American 3 85 3 50
28 gauge, (26 English), 4 10 3 95
10 1/2 oz., equal to 28 English 4 35 4 25

IRON PIPE.

List Black Galv.
1/4-inch and 3/8 inch \$ 5 50 65 p.c. 50 p.c.
3/8 inch 8 50 74 p.c. 59 p.c.
1/2 inch 11 50 74 p.c. 64 p.c.
3/4 inch 16 50 74 p.c. 64 p.c.
1 inch 22 50 74 p.c. 64 p.c.
1 1/4 inch 27 00 74 p.c. 64 p.c.
2 inch 36 00 75 1/2 p.c. 65 1/2 p.c.
2 1/2 inch 57 50 75 1/2 p.c. 65 1/2 p.c.
3 inch 75 50 75 1/2 p.c. 65 1/2 p.c.
3 1/2 inch 95 00 74 p.c. 64 p.c.
4 inch 108 00 74 p.c. 64 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flange unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.35.

Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL.

Dealers' selling prices: Montreal. Toronto
Heavy copper and wire, 0 11 0 11 1/2
Light copper bottoms, 0 09 0 09 1/2
Heavy red brass, 0 10 0 10 1/2
Heavy yellow brass, 0 08 0 08 1/2
Light brass, 0 06 0 06 1/2
Tea lead, 0 02 1/2 0 02 1/2
Heavy lead, 0 02 3/4 0 02 3/4
Scrap zinc, 0 03 0 04
No. 1 wrought iron, 2 00 10 00
Machinery cast scrap, No. 1 16 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs., 6 75
Imported pig, per 100 lbs. 6 75
Sheet, 2 1/2 lb. sq. ft., by roll, 8 00
Sheets, 3 to 6 lb. ft., extra 7 50
Cut sheets 1/2 lb. per lb. extra.
Cut sheets to size, 3/4 lb. per lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 in. net.
Lead waste pipe, 9c. net.
Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guaranteed 30 3/4 0 30
Wiping 0 28 1/2 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$56 00 \$53 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

Per box

I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base 7 00 7 00

I X, 14x20 base 8 25 8 25

I X X, 14x20 base 9 50 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 50

I X, 14x20 base 5 50

I X X, 14x20 base 6 50

Bright Cokes.

Bessemer Steel—

I C, 14x20 base 4 25

20x28, double box 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 12 sheets 7 50

I X, 20x28, 12 sheets 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs., 7 00

XX, 14x60, 50 sheet bxs., 7 00

XX, 14x65, 50 sheet bxs., 7 00

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 7 35

lots

72x30 up to 26 gauge, case 7 85

lots

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end adds 25c. per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 5 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure.

6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25 \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c.; oiling 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; 1/2-lb. hanks, 38c.; in 1/2-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30; 10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.

2-in. mesh, 60 w.g., 60 p.c. off.

Other sizes 60, 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.25 base. No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c. 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles, 25c., in 1-lb. hanks 50c., in 1/2-lb. hanks, 75c., in 1/4-lb. hanks, \$1.

Wire Cloth.

Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 45

Galvanized, plain twist 2 75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 80

Plain 2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins 0 80 0 85

In barrels, 5-gal. tins 0 80 0 85

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 67

Litharge, ground 0 05

" flaked 0 05 1/2

Green copperas (green vitrol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 09

Chromie yellow, pure 0 18

Golden ochre, pure 0 11

French ochre, pure 0 11

Chromie green, pure 0 13

French permanent green, pure 0 09

Signwriters' black, pure 0 15

Marine black, 25 lb. irons 0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) 1 80

Cee Lee Co. enamel 4 50

Sterling Enamels 5 20

Anchor Floorlustr 1 80

Glue.

French medal 0 10

German common sheet 0 10

German prima 0 15

White pigfoot 0 15 0 20

Brantford medal 0 10

" golden medal 0 11

" brown sheet 0 10

" solder sheet 0 13

" Gelatine 0 22

" white gelatine 0 20

" white glue 0 12

" 100 flake 0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13

XL 0 11 1/2

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18 1/

Minerva Paints and Paint Specialties

are an attractive shelf proposition, creating a good impression on the public and insure the selling interest of the clerks.

They just represent the difference between a bumper business and its profit, as against a slow-moving, unsatisfactory line which usually has a tendency to retard business developments.

Why not feature MINERVA PAINTS AND PAINT SPECIALTIES—the famous British Brand, backed by 78 years' reputation for quality?

We cannot make them any better than they are, so we are putting Full Imperial Measure of these quality paints into every can.

Our co-operation with the dealer creates a demand that will bring customers to your store.

It will pay you to investigate the MINERVA proposition.

Ask any MINERVA agent.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 CARLAW AVE.

Established in England in 1834

TORONTO
WINNIPEG

0-60

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastolite varnish	2 25
Capoline varnish	2 25
Granitine floor finish	2 25
Jameson's floor enamel	2 25
Sherrin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd., "Gold Medal," in cases	2 25
dependen Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Size United Inches.	Star Diamond	Double
Under 25	\$ 4 25	\$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 95	7 50	15 00
96 to 100	8 00	17 50
Toronto, 25 p.c.		20 50
Size United Inches	Star	Double
Under 26	\$3 25	
26 to 40	3 45	
41 to 50	3 85	
51 to 60	4 10	
61 to 70	4 35	

White Lead Ground in Oil	Per 100 lbs.
"Anchor," pure	8 25
Brandram's B.B. Genuine	9 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50
Purity C.O. Co.'s, Ltd.	7 35
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 05
Sterling Pure	8 25
Tiger Pure	8 25

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb. kegs, 15c per 100 lbs. lower. Deliver—F.O.B. Toronto or Hamilton: London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911	White Zinc (Dry)	White Zinc in Oil.
Extra Red Seal, V.M.	0 07 1/2	
Pure, in 25-lb. irons	0 10	
No. 1	0 07	
No. 2	0 05 1/2	
Whiting.		
Plain, in bbls.	0 70	
Gilders bolted in barrels	1 00	

HARDWARE.	Adzes
Carpenters', per doz.	12 50
Plain ship	18 00
Axles and Hatchets.	
Single bit, per doz.	6 00
Double bit	10 00
Bench Axes	6 75
Broad Axes	22 75
Hunters' Axes	5 00
"Boys' Axes	5 75
Lathing hatchets	4 70
Shingle hatchets	1 45
Claw hatchets	1 70
Barrell hatchets	5 30
Buckworth, per lb	0 10 1/4

Ammunition	Cartridges
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/2c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.	
Ford's auger bits	30 and 10

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin New Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Steamer wood track	4 50
Zenith	9 00
Atlas, steel covered	5 00
Perfect	8 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Durance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10 p.c.	Bells.
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belt.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Brass and Japanned, 40 p.c.	
Per cent.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 3/4 & smaller, 60 15 & 5	
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 3/4 and less, 65 5 & 5	
Machine Bolts, 7-16 and up, 57 1/2 & 5	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, 3/4 and less	55 10 & 5
Sleigh Shoe Bolts, 7-16 and larger	70 10 & 5
Coach Screw	50 5 & 5
Nuts, square, all sizes, 4 1/2c per lb. off.	
Nuts, Hexagon, all sizes 4 1/2c per lb. off.	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	Per 100 sq. ft.
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 3 1/2 & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cns, per lb.	0 05
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.	Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55
White Bros. English	2 00
"LaFarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 23 00 28 00	
" English	17 00 21 00
" American, low	22 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65
" lead pencils, p. gr.	2 40

Chisels.	Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 1 in., \$3.60; 1 1/8 in., \$3.45; 1 1/2 in., \$3.40.
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto: Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 30
3 " "	5 28
4 " "	7 26
6 " "	8 80

Cotter Pins.	Cotter Pins, 90 p.c. Montreal.
Copper and Nickel Ware.	
Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 42 1/2 p.c.	
Copper pitts, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.	Steel, discount, 50 per cent.
Brass, 50 per cent.	
Eavetroughs.	
8 inch in 100 foot lengths	2 90
10 " "	3 15
12 " "	3 68
15 " "	5 25
Add extra 10c per 100 ft. O.G. Round	
Head Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways, cans 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	
Faucets.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Disston's	70 and 10
Great Western American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62-2-3
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	50 and 5 per cent.
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/2-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
net	
Heavy T and strap, 5-in., 100 lb.	7 00
net	

Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinges, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Hooks.		
Wrought iron hooks and staples— 5/8 x 5, per gross	2 25 3 40	
Bright wire saw eyes, 60 p.c.		
Bright steel gate hooks and staples.		
Iron screw hooks, 60 and 20 p.c.		
Iron gate hooks and eyes, 60 & 20 p.c.		
Crecent hat and coat wire, 60 p.c.		
Stove pipe eyes, kitchen and square hooks, 60 p.c.		
Horse Nails.		
M.R.M. cold forged process list, 10th January, 1912.		
Size	Length	Price per 25-lb. box
Nos. 3	1 1/2-inch	\$4 10
4	1 3/4-inch	3 75
5	1 15-16-inch	3 50
6	2 1/2	3 10
7	2 5-16	2 90
8	2 1/2	2 75
9	2 11-16	2 60
10	2 1/2	2 50
11	3 1-16	2 45
12	3 1/4	2 45

Horsehoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, leather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 5c per lb.	
Knives.	
Hay knives, net list.	
Clausen, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 10 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	

Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40
Mining knives, per doz.	0 50
Potato mashers, wire, per doz.	0 60
wood, per doz.	0 50
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35
" 100 to 103	1 35
Kitchen hooks, bright	0 60
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Lamp wick, 50 per cent.	
Lawn Mowers.	
Competition grade lawn hose, 70 and 5.	

D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10 1/4-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	



WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinnern's Snips, Shears or Scissors that are manufactured by us.

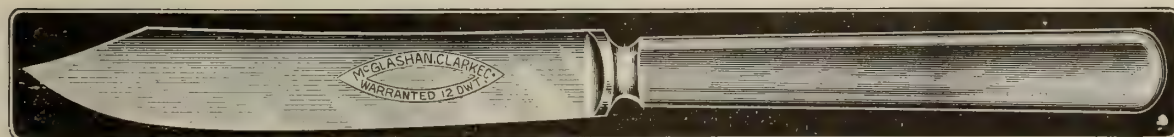
85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel nails	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1½ inch	3 30
1½ inch	3 60
1½-1¾ inch	2 75
2-2½ inch	2 65
2½-3 inch	2 50
3-¾ inch	2 40
3½-4 inch	2 35
4½ inch	2 30
5, 5½, 6 inch (base)	2 30
Cut nails—Montreal, \$2.50; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ½ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers' per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singular" and "Alask," Nevada silver flatware, 42 per cent.	
Pierced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35-p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pails, 35 p.c.	
Planets.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
PloUGH LINES.	
Russia snap	per gross 30 00
Indian snap	25 60
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	15 00
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 3-13 p.c.	
Rope and Twine.	
Sisal rope	0 09½
Pure Manila Rope	0 14½
"British" Manila	0 11
Cotton 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, ½c and upwards, 10c; under ½, 10½c.	
Lath yarn, single	0 09
Lath yarn, double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80

Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
Asbestos, plated	5 50
Sand and Emery Paper.	1 50
Sand and emery paper, 40 per cent. Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ½ lb., each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walt cut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 12½
" R.H., bright	80 10 12½
" F.H., brass	75 10 12½
" R.H., brass	70 10 12½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	50 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron, and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 90
Scissors and Shears	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
San Sports.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Starles.	
Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stave Roads.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7 inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Serthe.	
Washite	per lb. 0 25 0 27
Hindostan	0 06 0 10
" Slip	0 18 0 20
" Aye	0 16
Deep Creek	0 16
Deedick	0 16
" Aye	0 15
Lily white	0 42

Arkansas	1 50
Water-of-Ayr	0 10
Sythe	per gross 3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 65; (in kegs), 40; cut tacks, blue, in dozens only, 30 and 10; ¾ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5 in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 and 10; Swedes gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; Nout nails, blue and tinned, 45 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tuffing buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 95	
Steel, No. 1840, 50 ft.	....
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 10 per cent.	
Onida Jump (Star), 50 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	Doz. 1 20
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Choke	0 80
Vises.	
Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 in.	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffetrees.	
Tubular steel whiffetrees, 23 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckvokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckvokes, oval and whiffetrees, ash	
Carriage neckvokes and whiffetrees, ash	
35 hickory, 40 per cent.	
Team neckvokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

f.o.b. Fort William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., \$1.73 f.o.b. Winnipeg; Wauneka 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William; \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William; \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.	
Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.	
Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.	
Blocks—Steel, 50 per cent.; wood, 60 per cent.	
Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.	
Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 23c.	
Crowbars—4½c per lb.	
Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing, seamed roofing, 28, painted, \$2.84; 26, \$3.24.	
Canada Plates—Half-pilish 6 and 7-inch, \$3.50; 8-inch, \$3.75; full pilish, 6 and 7-inch, \$4.35; 8-inch, \$4.60.	
Clevises—7½c per lb.	
Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.	
Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.	
Galvanized Iron—Apollo, 16 gauge, \$3.95; 18, \$3.95; 20; \$3.85; 22 and 24, \$4.15; 26, \$4.25; 28, \$4.60; 30 gauge or 10½ oz., \$4.85; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.	
Galvanized Ware—37½ per cent.	
Grindstones—Per 100 lb., \$1.65.	
Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.	
Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65; in 25-lb. boxes, \$5.10; Harvest Tools—50 and 5 and 5 per cent.	
Hooks—Light T and strap, 65 per cent.	
Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.	
Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.	
Iron Pipe—Black, per 100 feet; ¼ inch, \$2.35; ½ inch, \$2.40; ¾, \$3.25; 1, \$3.80; 1 inch, \$5.55; 1¼, \$7.55; 1½, \$9.00; 2, \$11.40; 2½, \$13.25; 3, \$24.00; 3½, \$36.00; 4, \$45.45; 5, \$58.90.	
Galvanized Pipe—¼ inch, \$4.30; ½, \$5.15; 1 inch, \$7.70; 1¼, \$10.00; 1½, \$12.00; 2 inch, \$15.50; 2½, \$25.80.	
Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.	
Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.	
Poultry Netting—\$7½ per cent.	
Pig Lead—\$7.25. Lead Pipe—Full coil, \$8.25 per cwt.; cut coil, \$9.25 per cwt.	
Lead Waste—\$7.00 per cwt.	
Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 3 32c; No. 4 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.	
Rope—Sisal, 94c; Pure Manila, 14½c; British Manila, 14½; lath yarn, 9c.	
Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.	
Steel Squares—40 off new list.	
Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.	
Soldier—Half and half, \$32 per cwt.	

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD
LIKE IT.

WHY NOT STOCK IT FOR
THE WINTER TRADE ?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS - A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND



You'll Find
Stephens



OIL and VARNISH STAINS

Very Profitable

We employ only experts in the manufacture of these stains. Our aim has been and is to produce a kind that is better than other makes.

Our Oil and Varnish Stains are giving perfect satisfaction in the West.

A trial will convince you that they have all the qualities essential to make them real trade-winners.

Our Agency Proposition Will Interest You.

Write for it.

Color Cards on request.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

-

-

-

-

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE—A FIRST-CLASS HARDWARE business in thriving town in western Ontario; stock all new and fresh; good farmer trade; this is a snap to anyone wanting a hardware business. For particulars, apply to Box 711, Hardware & Metal, Toronto. (42)

FOR SALE — A THRIVING HARDWARE and tinmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

FOR SALE

FOR SALE—140 GAL. BOWSER OIL PUMP outfit (new 1907), only handling one grade of oil now, reason for selling. Only \$50.00. Clements & Co., Milton. (41)

FOR SALE—TINSMITHS' AND PLUMBERS' tools. Apply, stating requirements, to The W. W. Chown Co., Limited, Belleville. (42)

FIRST-CLASS HARDWARE BUSINESS FOR sale—best part of Bloor St., Toronto. New stock and fixtures about \$3,500. Box 708, Hardware & Metal, Toronto. (42)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

SALESMAN — TO TRAVEL ONTARIO — must have connections with hardware trade, saw mill proprietors. Permanent position. Write, with references, to Standard Paint Company of Canada, Limited, 286 St. James Street, Montreal. (43)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE TRAVELLER BY Nov. 1st, or sooner if possible, to cover excellent territory. Prefer experienced road man or first class retail man will do. Apply immediately, with references. Peart Bros. Hardware Co., Ltd., Regina, Sask. (41)

WANTED.—WAREHOUSE MANAGER FOR Wholesale Hardware. Must be practical hardware man with sufficient executive ability to take complete charge of staff outside of office. State reference as to ability and character. Signed, PEART BROS. HARDWARE CO., LTD., REGINA, SASK. (41)

FIRST-CLASS HARDWARE CLERK WANTED, with several years' experience. Young man preferred, with knowledge of window dressing and good stock keeper. Must have good address. Knowledge of French and German of benefit. Reply immediately, with references and wages expected, engagement to begin at once. Illsey Bros., Castor, Alta. (42)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18—21t

TRAVELLER OR MANAGER SEEKS POSITION—any part of Canada. 14 years' English experience. Thoroughly practical hardware man. Will entertain any line in the hardware trade. Has had good city experience 29 years old. Married. Box 709, Hardware & Metal, Toronto. (42)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.

143-149 University Ave.
TORONTO

When writing advertisers, kindly mention having seen the ad. in this paper.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES,
at \$2.50 each. Box 920, **HARDWARE AND METAL,** Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion

1c. per word subsequent insertion

5c. extra per insertion for box number if required.



MAJESTIC COAL AND WOOD CHUTES

FEATURES

Neat and attractive.
Cannot be opened except from inside. Burglar proof.
Locks automatically when open.
Can be installed in old houses as well as new.

SIZES

No. 1—16" High x 22" wide x 13" deep
No. 2—16" High x 27" wide x 13" deep
No. 3—22" High x 33" wide x 18" deep

Write for Prices



WINNIPEG

Agents for Manitoba and Saskatchewan.

CANADA

SUPERIORITY!

We have spared no expense in the manufacture of **NEW ERA PAINT**, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW
ERA
PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

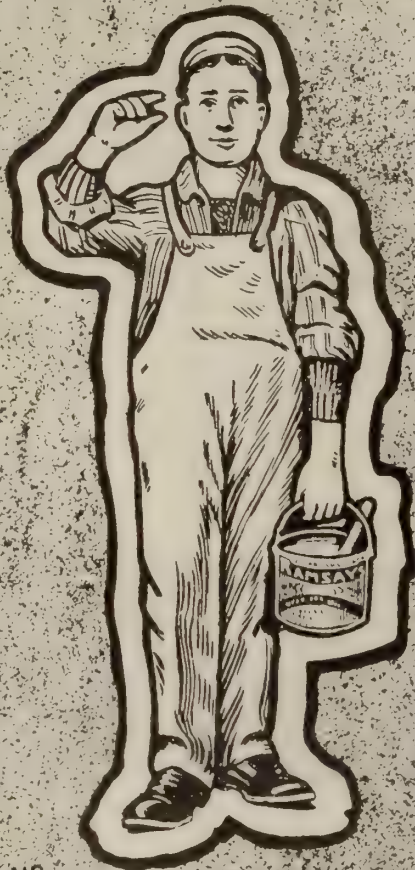
Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish Co., Limited

WINDSOR

ONTARIO

When writing advertisers kindly mention this paper.



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

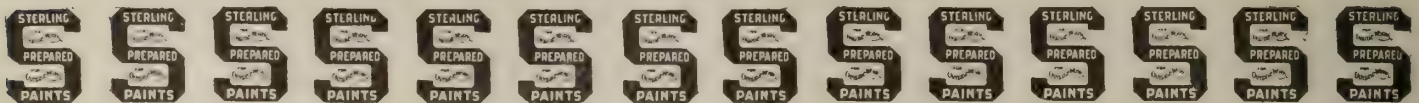
he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal



High Quality Paints That Bring Re-Orders

**Sterling
Prepared
Paints**

"Sterling" Prepared Paints always give satisfaction and bring the buyer back for more.

It is a paint that contains all the qualities essential to a real trade-winner.

If you are not selling "Sterling" Prepared Paints, why not? They pay a splendid profit and are dependable.

Write for color cards and prices.

We ship quickly.

Canadian Oil Companies, Limited, - Toronto

HALIFAX

ST. JOHN

MONTREAL

QUEBEC

WINNIPEG

CALGARY

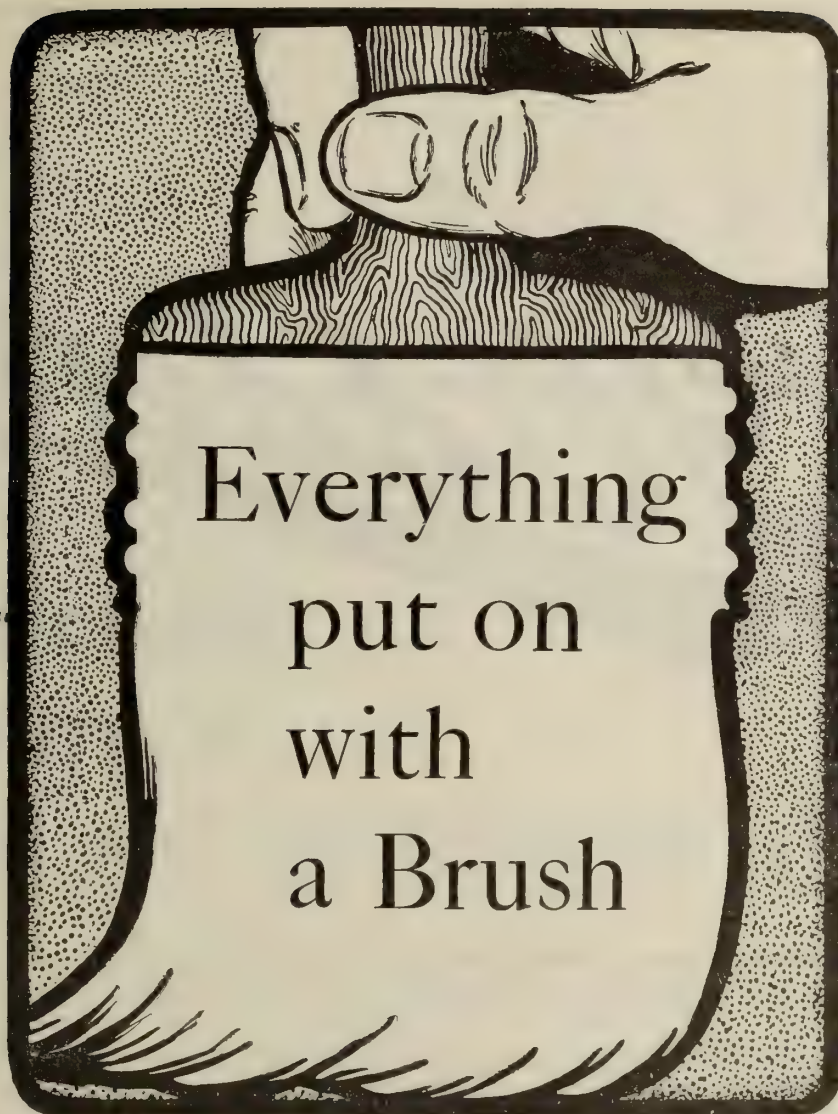
EDMONTON

HAMILTON

LONDON

OTTAWA





The Canada Paint Company is one of the oldest businesses of its kind in the Dominion—From small beginnings it has grown to one of the leading paint and varnish manufacturers in Canada. The Canada Paint Co. manufactures every kind of Paint, Varnish, Stain and Enamel and other special Finishing Materials for every kind of surface. Each product is of satisfactory quality and is sold at a moderate price. The Canada Paint Co.'s goods are bound to give your customers satisfaction.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
 FACTORIES & OFFICES-MONTREAL-TORONTO &
 WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



Sell

Glidden

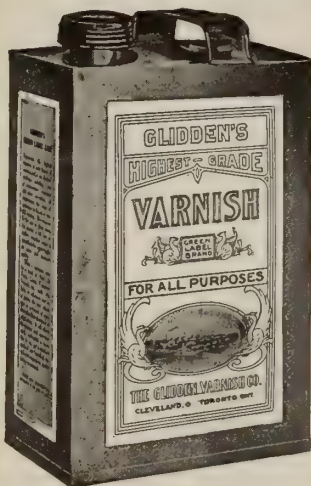
Green Label Varnishes

Because The Quality Makes Them Stay Sold

Ask us
About Glidden
Endurance
Wood
Stains

THE headline of this advertisement tells the whole story. We could write a volume about Glidden discounts and Glidden terms and we could show you in plain figures how very profitable Glidden Green Label Varnishes are for you to handle. We could write another volume about Glidden advertising and Glidden co-operation, but the whole milk of the cocoanut is just this: It is good business for you to sell Glidden Green Label Varnishes because the **quality** makes them **stay sold**.

Write for full information of our unusual offer to the trade. Use the attached coupon.



The Glidden Varnish Company, Toronto

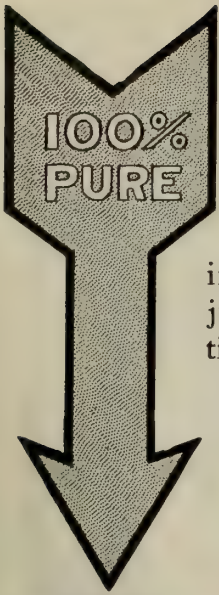
FACTORIES :
Cleveland, Ohio - Toronto, Can.
BRANCHES :
New York, Chicago, London

The
Glidden
Varnish Co.
Toronto, Ont.

Gentlemen:—Send me full information concerning your unusual offer to the trade on Green Label Varnishes and Endurance Wood Stains.

Name.....

Address.....



100%
PURE

WE POINT THE WAY YOU GET THE PAY

The arrow on a weather-vane points the direction of the wind. The arrow in this advertisement points the direction to profit for the Paint Dealer. And just as sure as the wind blows, just so sure is it getting in its work of destruction — unless it is blowing against a surface protected by

MARTIN-SENOUR
PAINT
100 %
PURE



Wind is only one of the destroying elements that paint must constantly combat. But wind shows the *quality* of the paint — wind dries out paint — if it is not made right it checks

and chinks off, and the Paint Dealer gets the blame. The makers of **Martin-Senour Paints** put into theirs, material that helps to resist the wind and the weather — that means long life and years of satisfaction to paint users. That is the way to profit.

Write today for the agency before someone else gets it.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

DOUGALL VARNISH

being made in the most up-to-date factory in Canada, by skilled workmen and most modern machinery, from the finest ingredients only, being properly aged and examined before leaving the factory; being fully guaranteed to give satisfaction, has earned and lives up



to the reputation of being "The Varnish That Lasts Longest." We offer it to you as the best procurable.

Your customers will appreciate it.

The Dougall Varnish Company, Limited

305 Manufacturers Street

MONTREAL

J. S. N. Dougall, President

Associated with Murphy Varnish Co., U.S.A.

CANADA

LONDON BAR & IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

FORD Sales Never Lag



EVERY FORD TOOL is designed and made to give the user the greatest possible efficiency in accuracy, ease of operation, speed and durability.

That they do, is clearly demonstrated by the steady repeat sales they show every time one is sold.

For this reason dealers who sell and recommend them always enjoy a brisk trade in this department of their business.

Do you sell these splendid tools?

We have some interesting circulars and an excellent proposition for you. A postal will bring them.

YOU RUN NO RISK in handling FORD tools, for you can sell them on a "money-back" basis, as we guarantee each tool perfect in every way.

FORD TOOLS will satisfy you—satisfy your customer, and once introduced insure permanent profits for you. Put our claim to the test. It can't fail.

Most jobbers carry FORD Tools—ask to see them, meantime drop us a line.

FORD AUGER BIT CO.
HOLYOKE, MASS. Dept. 12

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

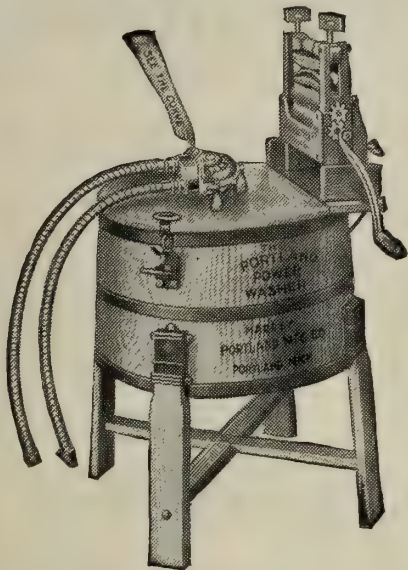
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World



BUILD UP A TRADE ON THE REPEAT ORDER BASIS, BY RECOMMENDING

"INTERNATIONAL" VARNISH PRODUCTS

A majority of hardware dealers are doing that.

Don't take it on our "say-so," but investigate for yourself and you will find that a large percentage of Canadian Hardware Merchants feature "International" Products.



the one perfect floor finish. The only truly elastic finish on the market—the finish that wears like nickel steel.

"ELASTICA" does not mar, scratch, white or spot. It dries dust free in four to six hours, and hardens over night.

"ELASTICA," Nos. 1 and 2, are used for Exterior and Interior work respectively, and are the best known for these purposes.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always recommend "International" Products.

All "International" products are sold in cans containing Full Imperial Measure, and the quality is identified by the name.

"ELASTICA" No. 1 for exterior and "ELASTICA" No. 2 for interior use, are the best known for these purposes.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

WINNIPEG

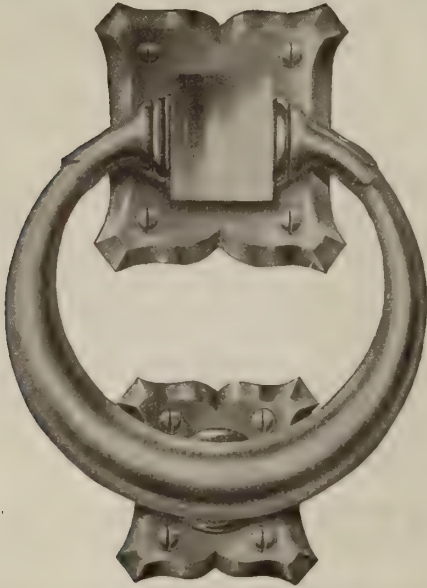
Canadian Factory of Standard Varnish Works.

NEW YORK CHICAGO BERLIN LONDON
BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

O59

Peterboro Hardware



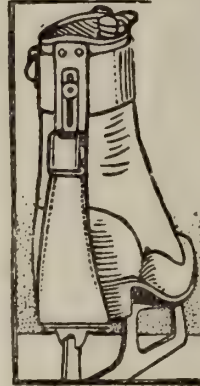
Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers. Peterborough Lock Mfg. Co., Ltd. PETERBOROUGH, ONT.

"Perfection" ANKLE SUPPORT

"A SPLENDID WINTER SELLER"

It is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.



Write for particulars and prices.
Good profits await you.

THE OWEN SOUND STEEL PRESS WORKS
OWEN SOUND, ONT.

A. & J. Automatic ONE HAND EGG BEATER Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.



Pumps that Carry Good Will

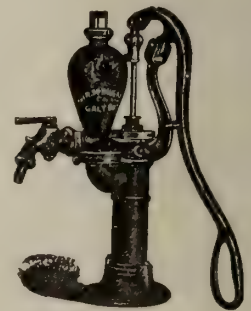
Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

**HANDLES
Of Quality**

**WHIFFLETREES
DOUBLETREES
NECKYOKES**

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

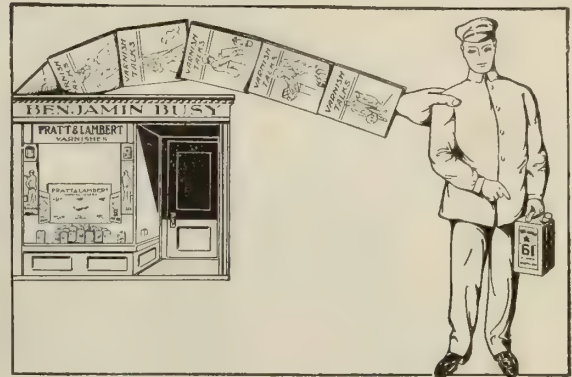
The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

**W. C. CRAWFORD CO.
LIMITED**

Tilbury, - - - - - Ontario

Varnish Talks Is Getting The Painters' Trade



DO you realize, Mr. Dealer, what an important part the painter is to your varnish trade—yet how hard it is for a varnish manufacturer to advertise to him successfully?

We have overcome this through our own painters' magazine, "Varnish Talks," that goes to a greater number of painters than the combined circulation of all the regular painters' papers.

This paper is read because it is a real magazine, containing practical helpful information on painting and wood finishing.

Every Pratt & Lambert Dealer is entitled to send us free subscriptions to this little magazine for his painter customers.

No other house in the regular varnish trade offers you such assistance to get this, the most important trade of your varnish business.

*Write for Our Interesting
Selling Proposition*

**PRATT & LAMBERT-Inc.
VARNISH MAKERS**

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES

BRIDGEBURG, ONTARIO

NEW YORK
LONDON

BUFFALO
PARIS

CHICAGO
HAMBURG

Just One of *Goodell-Pratt's*

No.
5 $\frac{1}{2}$



Best Sellers

Goodell-Pratt's No. 5 $\frac{1}{2}$ Hand Drill is a leader.

Its sales are very large.

It is the most popular two-speed Hand Drill on the market.

Cocobolo Handle, Cut Gears, Ball Bearings, Goodell-Pratt Chuck, are only a few of its many unique advantages.

Increase your Hand Drill Sales by stocking 5 $\frac{1}{2}$.

Goodell-Pratt Company

Toolsmiths

GREENFIELD,

MASS.

U. S. A.

No.

5 $\frac{1}{2}$

If you
want to
handle

WIRE NAILS

of superior
quality,
consult us
at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.



NATIONAL STEEL RIM LOCK

The *National* lock is superior to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the best hardware buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

**National
Hardware
Co., Ltd.**

Orillia, Ontario, Canada



The McCaskey Account Register System

Is A Silent
Account Collector
And Time Saver

How often the hardwareman sits up late at night trying to straighten his books. Twenty-five years ago this was counted as an absolute necessity, but times have changed—a new system has taken the place of the old one. With the **McCaskey Account Register** everything is straightened when you give the customer his bill when the sale is made—no more time is required in bookkeeping. All is done by one handwriting and you always know at a glance by the copy you place in the Register, just how a customer's account stands.

Many dealers are troubled with customers who don't "pay up"—these customers have to be closely watched and

the correct and proper way to do so is with this register.

Install the **McCaskey Account Register System** and you give your customer a statement every time he makes a purchase. These statements act as reminders and **work wonders collecting overdue accounts.** The old system of keeping books has many loopholes through which you lose money. You forget to charge. Let accounts run up to enormous sums—sums that are extremely hard to collect. You often encounter disputes and lose many good customers through same.

Will pay for itself in a very short time with the money it saves and collects.

Let us connect you with users of the **McCaskey System**—write them and be convinced as to what a help and saving it will be to you.

Write to-day for particulars.

Dominion Register Co., Limited

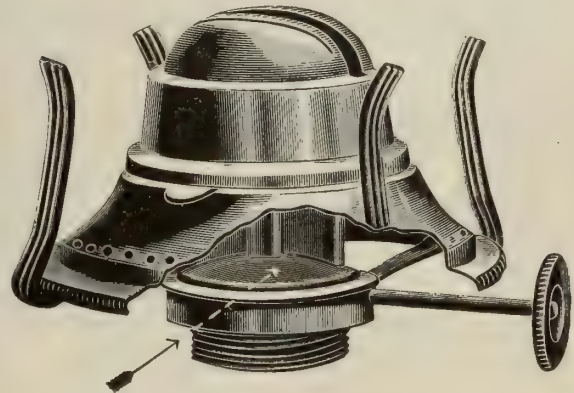
96 Ontario Street, Toronto, Canada
Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON
COATED SALES BOOKS IN THE WORLD.



"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a **covered base** is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners have a covered base, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

THE
Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

MAGNOLIA



Will Run With WATER As A Lubricant

The U.S. Government Tested It With Water Up To 600 Lbs. Per. Sq. Inch.
490.58 Revolutions Per Minute.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE & FACTORY, 225 St. Ambroise St., Montreal



Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH.

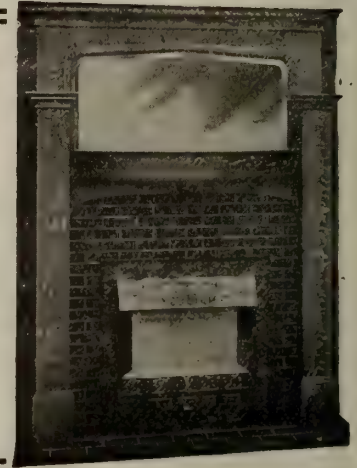
This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.



You are at a disadvantage if you do not sell Maxwell's Favourite
DAVID MAXWELL & SONS, :: ST. MARY'S ONT.



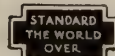
Stanley Tools

"BAILEY" IRON SPOKE SHAVES,

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

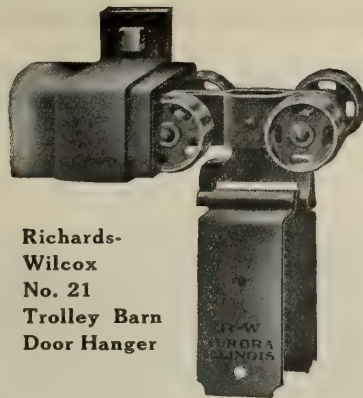


Push and Pull

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—

they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**



Richards-
Wilcox
No. 21
Trolley Barn
Door Hanger

A Hanger for Any Door That Slides

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

HEADQUARTERS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators

They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N.B., Feb. 8th, 1909.

J. W. Harris Mfg. Co., Ltd.,

Montreal.

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,

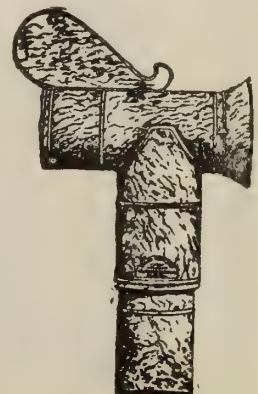
J. E. Wilson, Limited.

Write us for terms.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



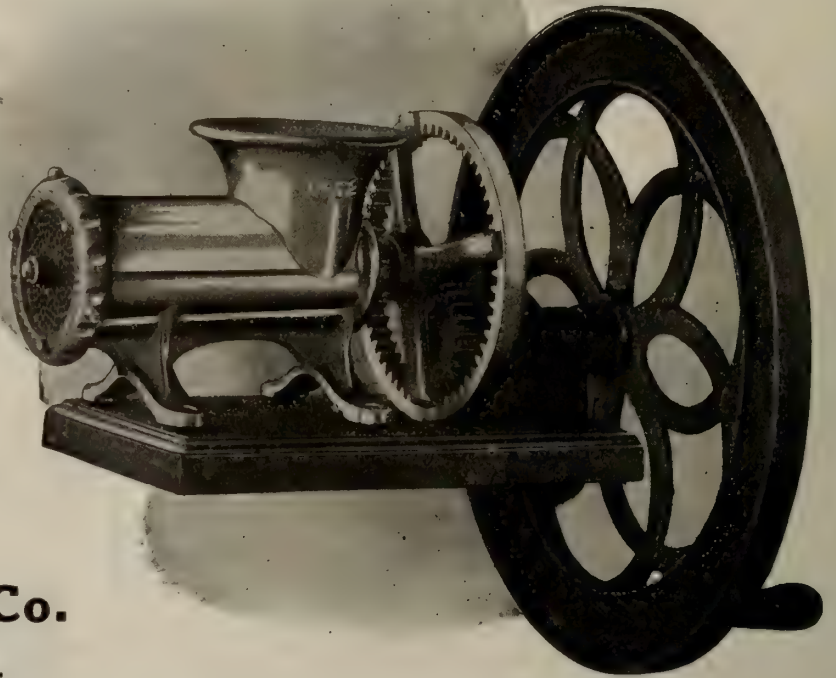
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture Refrigerator Door Fasteners, Refrigerator Hinges, and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

COSMOS



ONE OF OUR MODERN DESIGNS

Particulars on Request.

P. & F. CORBIN

Division

The American Hardware Corporation

NEW BRITAIN, CONN.

P. & F. Corbin P. & F. Corbin P. & F. Corbin Division
of Chicago of New York Philadelphia

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.

Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.



THE FOX FLOOR SCRAPER IS SOLD BY:—
The E. Cavanagh Co., The James Walker Hardware
Ltd., Montreal Co., Ltd., Montreal
Durand Hardware Co. Frothingham & Workman, Ltd.
Montreal Montreal
Canadian Equipment & Supply Co., Ltd., Calgary, Alta.
Aikenhead, Clark Hardware Co. Ltd., Winnipeg, Man.
Merrick, Anderson Company, Winnipeg, Manitoba
Thompson & Sutherland Ltd., New Glasgow, N.S.
Hooton & Moore, Winnipeg, Man.
Write for Catalogue and Prices.
Prompt deliveries will be made.

The Connor Line For Fall



is very complete, including nine styles of washing machines and about the same number of wringers. These are shown and described in our new catalog, which also contains particulars about the latest improvements in washing machine construction. Every progressive dealer will want a copy.

Send us your name and address.

J. H. Connor & Son
LIMITED

Ottawa :-:- Canada

The Process Counts As Much As The Steel

Drills are backed by the full strength of the steel when W. & B. twisted-while-hot process is used.

Other methods of manufacture remove the strength-giving qualities of the metal and produce drills with only a shadow of the real toughness of the steel.

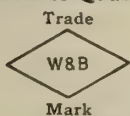
Why buy drills made from steel that has lost its backbone?

"HERCULES" HIGH SPEED TWIST DRILLS

are manufactured under the only twisted-while-hot process that retains all strength of Vanadium Steel in the finished drill.

This is the drill for general factory work where metal of different degrees of hardness makes up the day's output.

Tools of Quality

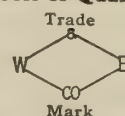


Bear these Marks

"Hercules" are the Drills with seven ordinary lives. Your jobber will supply them or you can order direct.

Send for Catalogue 74-B.

Tools of Quality



Bear these Marks

The Whitman & Barnes Mfg. Co.

Established 1854

St. Catharines, Ont.

Stocks carried at Factory at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

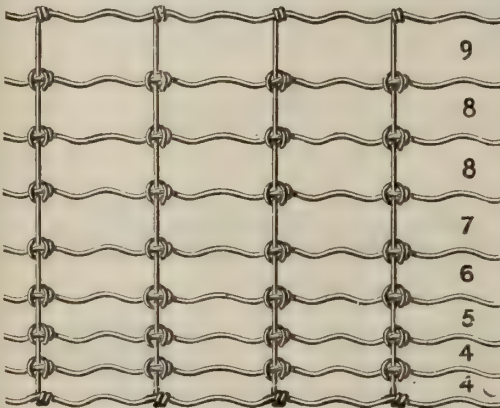
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

STOVE TRIMMINGS

Dampers, Damper Clips, Stove Pipe Registers, Stove and Furnace Pokers, Cover
Lifters, Towel Rods, Scrapers, Stove Knobs, Wire Bails, Screw or Furnace
Pulleys, etc.

Our Stove Trimming Catalogue will be sent to any firm interested in
high-grade trimmings.

OTHER SEASONABLE GOODS WE MAKE.

Waffle Irons, Andirons, Door Knockers, Lamp Brackets, Soldering Sets,
Harness Hooks, Latches, etc.

Stover Mfg. Co., 709 East St. **Freeport, Ill.**



Combination Damper Clip

Made of steel. No rivets required. Posi-
tive and easy locking device. This clip
will save time installing furnaces.

Order a sample lot of them to-day.

**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE BY

McKINNON CHAIN COMPANY

Sales Office:
BUFFALO, N.Y.

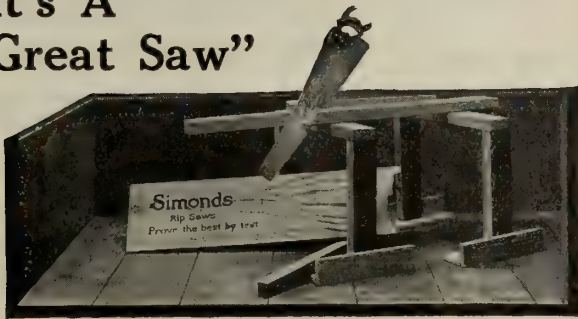
Factory:
ST. CATHARINES, ONT.

|| MADE IN CANADA ||

See The
Swell?



"I Tell You It's A Great Saw"



And here is the way one decorated store window tells passersby about Simonds Hand Saws. It is just one Rip Saw in the middle of a cut. Beneath it, painted in bold black type on a 12-inch white board, is "Simonds Rip Saws. Prove the best by test." This is the kind of a window display you could have for your store if you were selling Simonds Saws. Let us send you a 1912 Catalogue.

SIMONDS CANADA SAW CO. LIMITED

Montreal, P.Q. St. John, N.B. Vancouver, B.C.
In the U.S.—THE SIMONDS MFG. CO.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson - Made Files. These are the favorite made - in - Canada Nicholson Brands:—

"American"

"Arcade"

"Great Western"

"Globe"

"Eagle"

"McClellan"

"Kearney & Foot"

"J. B. Smith"

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

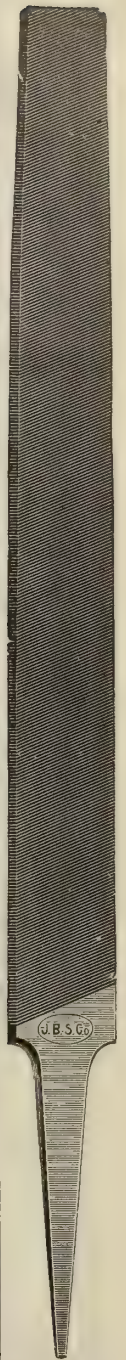
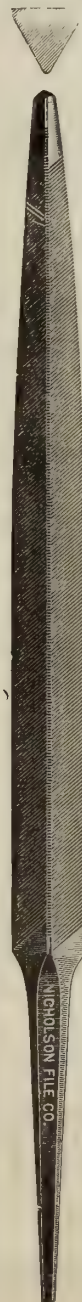
Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE

ONT.



Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke

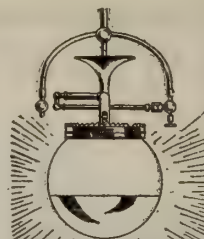


This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO



THE
RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

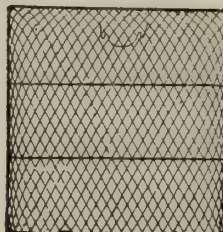
Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

HOW ABOUT YOUR STOCK OF FIRE-PLACE SCREENS & FENDERS

OUR GOODS ARE STANDARD



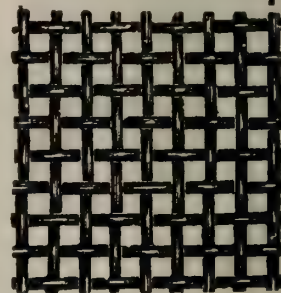
WHEN YOU ARE IN THE MARKET FOR

Wire Cloth
Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?



Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE



MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS!

Zinc Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest

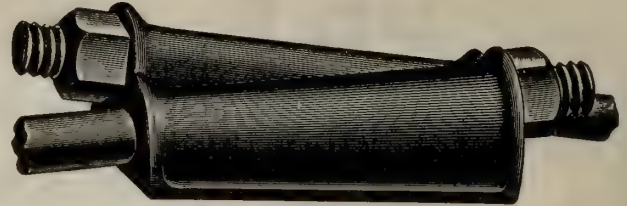
Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. **BETTER WRITE NOW.**

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.



TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. Malleable Iron, best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts, if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

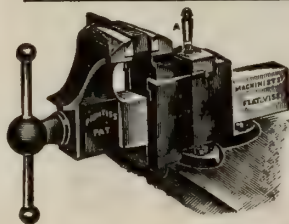
Canada Foundry Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

**PRENTISS
VISE**

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neal & Co., 112 Queen Victoria St., London, E. C.

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER,
METAL SPINNINGS**

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

REGISTERED TRADE MARK
* *
GRANTED 1682.

RESULTS

from small investments. Read
Hardware & Metal's Want
Ad. Page.

BIG

SMITH HARDWARE COMPANY LIMITED

240 LEMOINE ST., MONTREAL

Give Your Customers

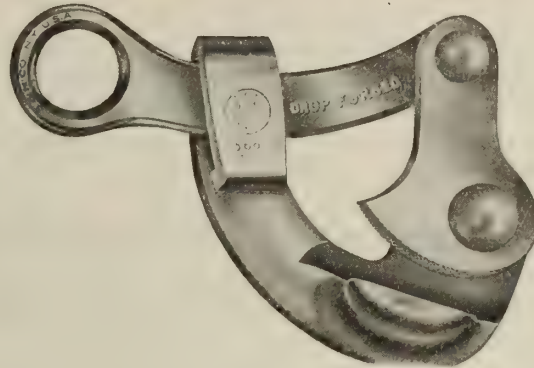


REG. U. S. MARK PAT. OFFICE



"UTICA" BRAND

*acknowledged to be the best and
guaranteed to give satisfaction.*



"Red Devil"
improved

"Haven's"
Clamp

for stretching
Telegraph and
Electric Light
Wires.

Drop Forged
Tool Steel
Guaranteed



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



LONDON, CANADA

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000
"New Imperial" cycles being
now ridden in Canada. Write
for full particulars.

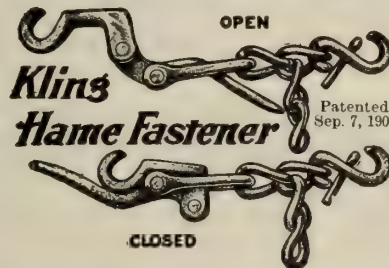
Special
Models for
Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole
Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

LET CUSTOMERS TRY IT 30 DAYS



OPEN

**Kling
Flame Fastener**

Patented
Sep. 7, 1909

CLOSED

They are bound to keep
this fastener because it is
better than words can tell;
but if, by chance, one
should not give satisfac-
tion, take it back. We'll
see that you don't lose.
The Kling works easily
and instantly. Always ex-
erts the same pressure.
Lasts longer than the har-
ness. Retalls for 25c. Gives
you 50 per cent. profit. Or-
der a dozen from your job-
ber. \$2.00. Name "Kling"
on the handle. Descrip-
tive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always
wanted. No work, no waste,
no dust. Just turn the handle,
ashes sift into barrel, unburned
coal drops into scuttle. Cuts
down coal bills, lasts a lifetime.

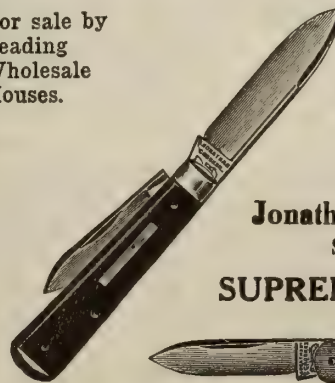
Write for particulars.

FOR SALE BY

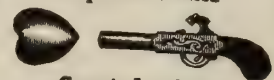
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY
J. SAMUELS, - - - TORONTO, ONT.

For sale by
Leading
Wholesale
Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

RIVETS AND STEEL PRODUCTS.

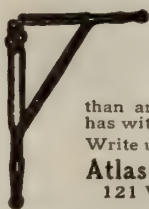
The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOOKS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

BOILERS.



HARDWARE MEN

Put in a stock of
FEED COOKERS

Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

TOOL HOLDERS



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.

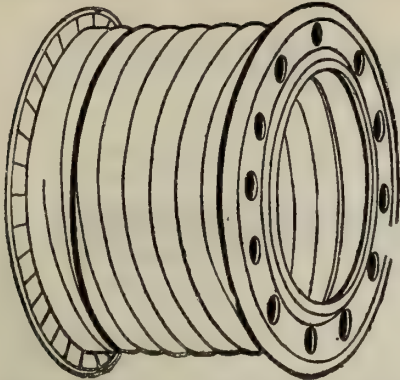
ARMSTRONG
BROS. TOOL CO.
106 N. Francisco
Ave.
CHICAGO, U. S. A.



Carey
STOP-A-LEAK-STYCK
PERMANENTLY REPAIRS SMALL LEAKS in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retail at 25 cts. Per Styck, or sent by mail postpaid for 35 cts.
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., - Lockland, Ohio.

When writing advertisers kindly mention having seen the advertisement in this paper

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

The "Lucky Grip" Bent Trimmer Shear

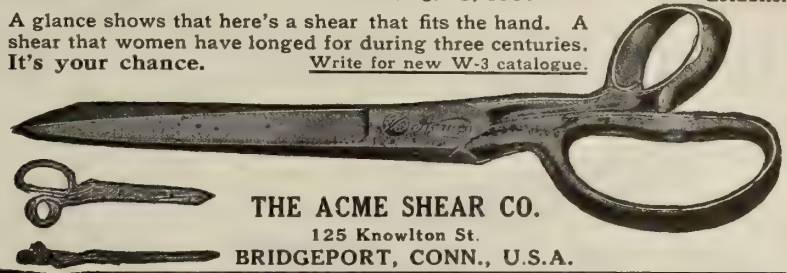
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

125 Knowlton St.

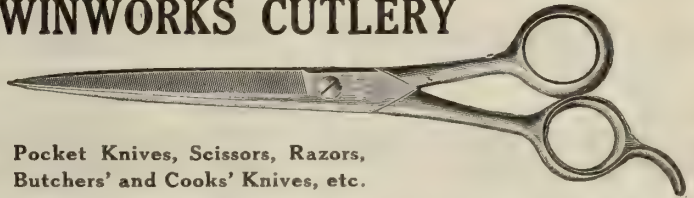
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross



J. A. HENCKELS

TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors,
Butchers' and Cooks' Knives, etc.

Sole Agents

F. W. LAMPLOUGH & CO., 9 Debresoles St., Montreal

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



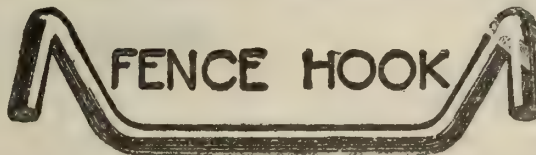
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

D. PERES Barrel Brand CUTLERY

(Razors, Pocket Knives and Scissors.)



Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall

The Saskatchewan Glass and Supply Company, Limited
 WHOLESALE IMPORTERS AND DEALERS IN
Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
 Window and Leaded Glass
 Fancy and Wired Glass
 Mirrors and Bevelled Plates
 Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
 Felt and Asbestos Papers
 Rubber Roofings and Roofing Papers
 Nails and Sash Pins
 Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
 Metallic Shingles and Sidings
 Sewer Pipe and Tilings
 Plasterers' Hair, Sash Bars, Brick
 Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
 MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS
Made in Canada

A PERFECT SAW FOR EVERY PURPOSE



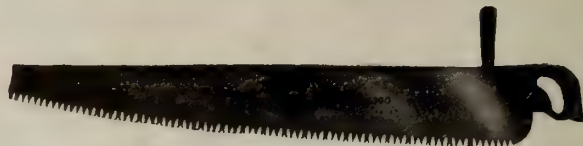
Hand, Rip and Panel Saws.



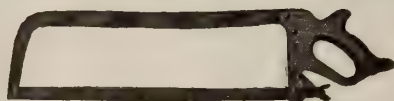
Nests of Saws.



Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO
HESPELER ONTARIO

**MYERS
PUMPS**

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

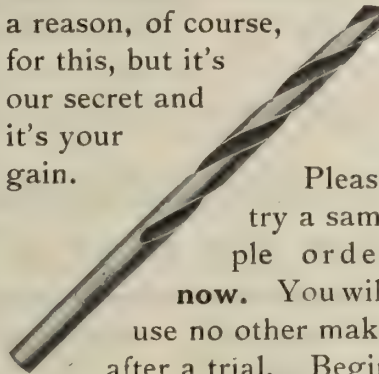
Manufactured by

P. KYLE

MERRICKVILLE, ONT.

"Morrow" Drills

will drill more holes than other makes. There's a reason, of course, for this, but it's our secret and it's your gain.



Please try a sample order now. You will

use no other make after a trial. Begin

now. All jobbers carry them.

John Morrow Screw and Nut Co., Limited

Ingersoll, Ontario

Every "Morrow" Drill is Canadian made and is guaranteed

When writing advertisers, kindly mention having seen the ad. in this paper.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

Some Reasons Why

The Burrowes' Patent DUSTLESS ROCKER ASH SIFTER

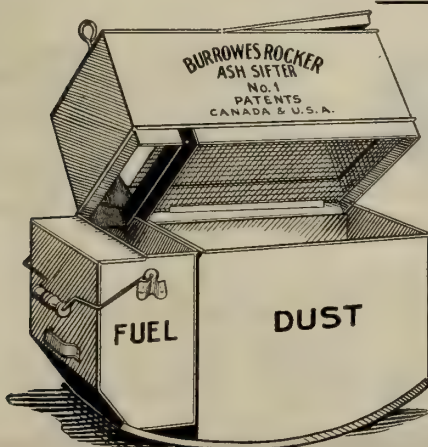
is the best on the market, barring none.

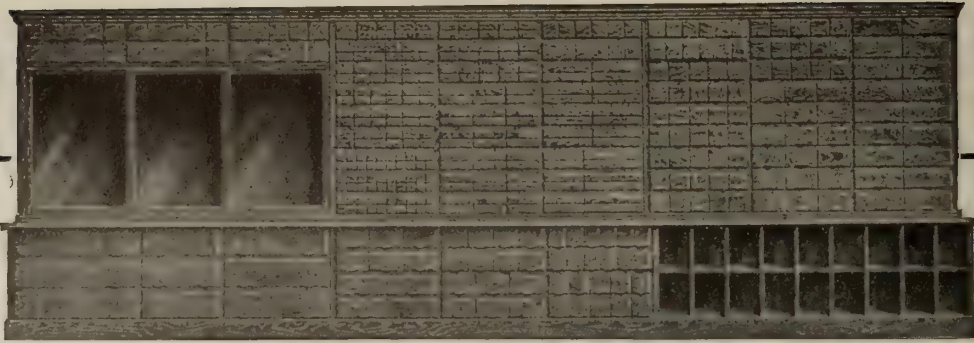
We doubly welcome comparison. Attached scuttle and double rims will not permit dust to escape. Double screens, coarse and fine. Saves extra fuel without extra work. Only 2 feet high. Cannot clog. Plenty of room for ashes to spread. Proper balance. All weight on the ground. No other Sifter has a scuttle attached, dust tight or double rims. Sell this Sifter. You please your customers and increase your profits.

Write for prices and fuller particulars.

THE BURROWES MANUFACTURING COMPANY

TORONTO, CANADA





Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results

If You Sell Our

HIGH GRADE **GOODS**

If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd.,

WATFORD, ONT.
ROCKFORD, ILL.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE
ACTION



5753 IRON

3 in..... 4/3
4 "..... 6/-
5 "..... 8/6

5754 BRASS

3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.

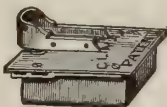


5355 IRON

4 in..... 23/6
5 "..... 32/-
6 "..... 40/-

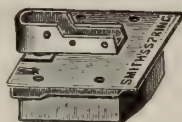
5356 BRASS

4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401

With 2 in.
Shoe,
18/- each,



2860

With 2 in
Shoe,
28/- each

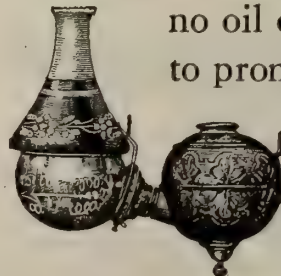
Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

THE Angle Lamp is an ANTITRUST article because it is not sold with a view of promoting the interests of any oil combination. In fact, the oil consumption is so small no oil combination would want to promote it.



All Styles, 1 to 8 Burners.

It is distributed to the merchant direct without any of his profits going to the jobber.

Angle Manufacturing Co.
244-246 West 23rd Street,
New York City



THE PRICE OF COAL IS GOING UP

and most of the heat is going up, too—up the chimney—unless it is intercepted and used by means of a

WRIGHT'S TUBULAR RADIATOR

This takes the place of a length of stove pipe, and the heat it produces from the waste gases and smoke is sufficient to heat an ordinary room to the proper temperature. The air in the room passes through the centre portion of the Radiator by means of six tubes, and issues from the top in six columns of warm air. It will pay you to keep these radiators in stock—especially this year, when a shortage of coal is predicted.

No.	Size.	Size pipe collar.	Weight.
10	10 x 24 in.	6 in.	12½ lbs.
100	10 x 24 in.	5 in.	12½ lbs.
14	14 x 28 in.	6 in.	18 lbs.
140	14 x 28 in.	7 in.	18 lbs.

Finished in Blue-Black Steel, with Nickered name plate.
Each Radiator Papered and Crated.

E. T. WRIGHT & CO., HAMILTON, CAN.

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B.C.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal

Here is good business for you



Cut Shows Roaster Open.

McClary's

"PERFECTION" ROASTER

will find a ready sale when you show its advantages.

Prevents loss of weight by shrinkage.

Cooks all kinds of meat perfectly.

Retains all natural juices.

No basting required.

No greasy splutter in the oven.

No burnt meat.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

ORNAMENTAL and METAL WORKERS

WE ARE EXCLUSIVE AGENTS FOR CANADA

FOR

L. MANNSTAEDT & CIE.

KOLN KALK, GERMANY

Manufacturers of exclusive designs of rolled steel bars for all kinds of ornamental work, window frames and sashes, skylights, stair treads, ornaments, leaves, fence points, angles, tees, vees, zeds, channels, beams and a variety of special shapes to suit all classes of building, plate and sheet metal work.

We carry a large stock at Montreal

CATALOGUES, PRICE LISTS, STOCK LISTS, SENT ON REQUEST.

BAINES & PECKOVER
TORONTO, ONTARIO
Sub-Agents for Ontario

STEFFENS & NOLLE, LIMITED

77 BEARDMORE BUILDING
MONTREAL, QUE.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	87	Disston, Henry, & Sons	17	McArthur, Alex., & Co.	61	Rice, Knight, Ltd.,	82
American Bolt & Screw Case Co.	30	Dominion Cartridge Co.	34	McClary Mfg. Co.	92	Richards Wilcox Mfg. Co.	77
American Shearer Co.	86	Dominion Register Co.	75	McDougall, R., Co.	72	Robertson Mfg. Co., Ltd., P. L.	96
Armstrong Bros. Tool Co.	86	Dorken Bros.	8	McGlashan-Clarke Co., Ltd.	64	Ross Rifle Co.	96
Andrews Wire Wks.	90	Dougall Varnish Co.	69	McKinnon Chain Co.	50		
Angle Mfg. Co.	90						
Atkins & Co., E. C.	88	Enterprise Enamel Co.	14	Magnolia Metal Co.	76	Samuel, M. & L., Benjamin & Co.	93
Atlas Mfg. Co.	86	Fisk Publishing Co.	84	Maple City Mfg. Co.	81	Samuels, J.	85
Aylmer Pump & Scale Co.	82	Ford Auger Bit Co.	70	Martin-Senoff Co.	69	Sapho Mfg. Co.	34
		Fox Supply Co.	73	Martin, The L., Co.	77	Saskatchewan Glass & Supply Co., The	83
Barker, D. J., & Son	24			Maxwell, D., & Sons	76	Seymour, Henry T., Shear Co.	87
Barnett, G. & H.	80	Garlock Packing Co.	83	Metallic Roofing Co.	19	Sharratt & Newth	87
Barton Netting Co.	76	Glidden Varnish Co.	68	Millers Falls Co.	20	Shaw, A., & Son	87
Bosse & Banks	86	Gloeckler, Bernard	78	Mitchell & Co., David	86	Sheet Metal Products Co.	2
Bowser, S. F., & Co., Ltd.	59	Goodell-Pratt Co.	74	Moore & Co., Benjamin	63	Shurly-Dietrich Co., Ltd.	91
Brandram-Henderson, Ltd.	57	Greening, B., Wire Co.	10	Montreal Hdw. Mfg. Co.	1	Simonds Canada Saw Co.	81
Buck Stove Co., Wm.	24	Greiff Bredt & Co.	88	Morris & Bailey Steel Co.	10	Smith Hardware Co.	85
Buffalo Mfg. Co.	21	Guelph Spring & Axle Co.	89	Morrison Brass Mfg. Co.	20	Southington Mfg. Co.	86
Burns & Clippard	14	Gutta Percha & Rubber Mfg. Co., Inside back cover		Morrow, John, Screw Co.	89	Spooner, Alonzo W., Ltd.	86
Burrow Stewart & Milne	30			Myers & Bro., F. E.	89	Standard Chain Co.	10
Burgess Norton Co.	18	Hamilton & Son, C. J.	16	National Safety Snap Co.	85	Standard Paint & Varnish Co.	65
Burrowes Mfg. Co.	89	Hamilton Stamp & Stencil Wks.	86	National Hardware Co.	74	Standard Silver Co.	15
		Harris, J. W., Co.	77	National Mfg. Co.	9	Stanley Rule & Level Co.	76
Cameron & Campbell	90	Henderson & Richardson	71	Newman, W., & Sons	86	Steel Co. of Canada, Ltd.	6
Canada Foundry Co.	84	Heinisch, R., Sons Co.	61	New Imperial Cycles, Ltd.	85	Steel Trough & Machine Co.	20
Canada Metal Co.	18	Howland, H. S., Sons & Co.	7	Nicholson File Co.	81	Steffens & Nolle, Ltd.	92
Canada Steel Goods Co.	8	Hutton, Jas., & Co.	84	Northern Aluminum Co.	32	Stephens, G. F., & Co.	63
Canada Wire & Iron Goods Mfg. Co.	82			North Bros. Mfg. Co.	1	Stevens, The Jno., Co.	93
Canadian Copper Co.	70	Imperial Oil Co., Ltd.	25	Nova Scotia Steel & Coal Co.	89	Stewart, Jas., Mfg. Co.	27
Can. Fairbanks-Morse Co., Ltd.	2	Imperial Varnish & Color Co.	55			Still, J. H.	32
Canadian Ferrosol Co.	16	International Varnish Co.	71	Oakey, John, & Co.	70	Stover Mfg. Co.	80
Canadian Hart Wheels	86			Ohio Foundry Co.	24	Stratford Mfg. Co.	30
Can. Heating & Ventilating Co.	23	James & Reid	86	Ontario Lantern & Lamp Co., Ltd.	75		
Canadian Oil Cos.	66	Jamieson & Co., Ltd., R. C.	86	Onward Mfg. Co.	29	Tallman Brass & Metal Co.	84
Canadian Tube & Iron Co.	91	Jardine, A. B., & Co.	89	Otterville Mfg. Co.	84	Thompson, B., & S. H.	82
Carey Co., The Philip	86			Owen Sound Steel Press Wks.	72	Toledo Cocker Co.	26
Cartland, Jas., & Son	90	Kuhne, Anderton Mfg. Co.	14	Owen Sound Wire Fence Co.	83	Toronto Plate Glass Importing Co.	61
Caverhill, Learmont & Co.	31	Kyle, P.	89			Toronto Silver Plate Co.	22
Chapin, Stevens Co.	85			Parmenter Bullock Co., The	86	Townsend & Co., S. P.	16
Chesterman, Jas.	18	Laidlaw Bale Tie Co.	74	Pense Fdry. Co.	87		
Chicago Spring Butt Co.	2	Lamplough, F. W.	87	Peterborough Lock Co.	72	Want Ads.	64
Clare Bros. & Co.	4	Lewis Bros., Ltd.	3	Pinchin-Johnson & Co., Ltd.	59	Western Distributors, Ltd.	86
Collette Mfg. Co.	72	Lloyd, Ed.	23	Pittsburg Lamp Brass & Glass Co.	93	Wheeler & Bain	16
Connor, J. H., & Son	79	London Bolt & Hinge Works	85	Pink, Thos.	29	White Mop Wringer Co.	70
Corbin, P. & F.	78	London Foundry Co.	77	Plymouth Cordage Co.	5	Whitman & Barnes Mfg. Co.	79
Crawford, W. C., Co.	73	London Rolling Mill Co.	70	Pratt & Lambert, Inc.	73	Wilkes-Martin-Wilkes Co.	84
Crookes, Jonathan, & Son	85	Lowe Bros., Ltd.	55	Prentiss Vise Co.	84	Winnipeg Paint & Glass Co., Ltd.	65
Cummer-Dowsell, Ltd.	11	Lutkin Rule Co.	Inside back cover			Wright, E. T., & Co.	91
				Ramsay, A., & Sons Co.	66		
Davidson, Thos., Mfg. Co.	26			Raymond Bros.	86	Yale & Towne	12 13
Directory of Manufacturers	86 87						



We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

Every Hardware Dealer Who Does Plumbing Work Should Get Full Details Regarding Our
BATHS, LAVATORIES, BRASS GOODS, FITTINGS, WROUGHT IRON PIPE, SOIL PIPE, SLOAN VALVES, Etc.

They Produce Substantial Profits

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers' Supplies,
WINNIPEG

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels

London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware

Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wonderline Limited, Toronto.

Ammunition

Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps

Onedra Community Ltd., Onedra, N.Y.

Anchors

Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits

Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.

Babbitt Metal

Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
Bakers' Equipment, all kinds.
Brantford Oven & Rack Co., Brantford.

Bar Iron

Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties

Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns

Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings

Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting

Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.

Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages

E. T. Wright & Co., Hamilton.

Binder Twine

Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts

London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.

National Acme Mfg. Co., Montreal.

Bollers and Radiators

Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion

Star Expansion Bolt Co., New York.

Brackets Shelf

Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods

Jas. Cardland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.

Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods

Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Bread Racks

Brantford Oven & Rack Co., Brantford.

Brushes

Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain

Star Expansion Bolt Co., New York.
Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Luffkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.

Saskatchewan Glass & Supply Co., Moose Jaw.

Stanley Rule & Level Co., N. Britain

Builders' Hardware

Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Smith Hdw. Co., Montreal.

Butts

Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans

Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel

Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers

Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters

Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles

Guelph Spring and Axle Co., Guelph.

Cartridges

Dominion Cartridge Co., Montreal.

Cash Registers

National Cash Register Co., Toronto.

Cattle and Trace Chains

Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Onedra Community Limited, Niagara Falls, Ont.

Cement

Canada Cement Co., Montreal, P.Q.
Aik. Rogers, Ltd., Toronto.

Saskatchewan Glass & Supply Co., Moose Jaw.

B. & S. H. Thompson & Co., Montreal

Chain, Trace, Logging, Halter,

Dog Leads, Agricultural.

B. Greening Wire Co., Hamilton,

McKinnon Chain Co., St. Catharines,

Churns

Connor, J. H., & Sons, Ottawa, Ont.

Cummer-Dowsell Ltd., Hamilton, Ont.

Maxwell, David, & Sons, St. Mary's, Ont.

Chafing Dishes

Buffalo Mfg. Co., Buffalo.

S. Sternau & Co., Brooklyn, N.Y.

Chaplets

S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds

American Shearer Mfg. Co., Nashua, N.H.

Chicago Flexible Shaft Co., Chicago.

Coates Clipper Mfg. Co., Worcester, Mass.

Clocks

The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines

Cummer-Dowsell Ltd., Hamilton, Ont.

Hamilton Cotton Co., Hamilton.

Clothes Wringers

Cummer-Dowsell Ltd., Hamilton, Ont.

American Wringer Co., New York City

Cold Rolled Strip Steel

The Morris & Bailey Steel Co., Pittsburgh, Pa.

Cordage

Hamilton Cotton Co., Hamilton.

Plymouth Cordage Co., N. Plymouth, Mass.

Cow Tiles

Greening, B., Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines,

Onedra Community, Ltd., Niagara Falls

Cuspidors

Buffalo Mfg. Co., Buffalo, N.Y.

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

The Sheet Metal Products Co., of

Canada, Ltd., Montreal, Toronto,

Winnipeg.

E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal

Crookes, Jonathan & Son.

Dorken Bros. & Co., Montreal.

Greeff, Bredt Co., Toronto.

Henderson & Richardson, Montreal.

Heinisch's, R., Sons Co., Newark, N.J.

Howland, H. S., Sons & Co., Toronto

Hutton, Jas., & Co., Montreal.

F. W. Lamplough & Co., Montreal.

McGlashan, Clarke Co., Ltd., Niagara

Falls.

Smith Hdw. Co., Montreal.

Door Bolts

Montreal Hdw. Mfg. Co., Montreal.

Door Checks

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, C.

Door Hangers

F. E. Myers & Bro., Ashland, O.

National Mfg. Co., Sterling, Ill.

Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs

Stover Mfg. Co., Freeport, Ill.

Drawer Pulls

P. & F. Corbin, New Britain, C.

Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone

Star Expansion Bolt Co., New York.

Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed

Alexander Gibb, Montreal.

Drinking Cups

Hero Mfg. Co., Philadelphia.

Dry Batteries

Canadian Carbon Co., Winnipeg.

Eavetroughs

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Metal Shingle & Siding Co., Preston.

Wheeler & Bain, Toronto.

Emery or Corundum Wheels

The Carborundum Co., Niagara Falls, N.Y.

Canadian Hart Wheels Limited, Hamilton, Ont.

London Emery Works, London, Eng.

Electric Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Emery Wheels

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Enameled Ware

Thos. Davidson Mfg. Co., Montreal.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

McClary's, London, Ont.

Escutcheon Pins

The Parmenter & Bulloch Co., Gananoque, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts

Star Expansion Bolt Co., New York.

Fencing—Woven Wire

The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps

Barnett Co., G. & H., Philadelphia, Pa.

Delta File Works, Philadelphia, Pa.

Dixson, Henry, & Sons, Philadelphia, Pa.

Nicholson File Co., Port Hope.

Simonds Canada Saw Co., Ltd., Montreal.

Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

C. J. Hamilton & Son, Plymouth, Mich.

Tobin Arms Mfg. Co., Woodstock.

Fire Escapes

Canada Foundry Co., Ltd., Toronto.

Dennis Wire & Iron Co., London.

Fire Grates

Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons

Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Floor Scrapers

Fox Supply Co., Brooklyn, Wis.

Food Choppers

Enterprise Mfg. Co., Philadelphia.

D. Maxwell & Sons, St. Mary's.

Smith Hdw. Co., Montreal.

Foot Warmers

Chicago Flexible Shaft Co., Chicago.

Forgings

Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves**Galvanizing**

Canada Metal Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron

W. Gibbertson & Co., Ltd., Alex.

Gibb, Montreal, Agent.

Henderson & Richardson, Montreal.

John Lysaght, Ltd., Bristol, Newport and Montreal.

B. & S. H. Thompson & Co., Montreal.

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Jas. Morrison Brass Mfg. Co., Toronto

Glass

Hobbs Mfg. Co., London.

Toronto Plate Glass Imp. Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Consolidated Plate Glass Co., Toronto.

A. Ramsay & Son, Montreal.

Saskatchewan Glass & Supply Co., Moose Jaw.

B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental

Consolidated Plate Glass Co., Toronto

Hobbs Mfg. Co., London.

Saskatchewan Glass & Supply Co.,

Moose Jaw.

Toronto Plate Glass Importing Co., Toronto.

Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Glass, Wired

Hobbs Mfg. Co., London.

Saskatchewan Glass & Supply Co., Moose Jaw.

Toronto Plate Glass Imp. Co., Toronto.

Winnipeg Paint & Glass Co., Winnipeg.

Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds

Patton, Godfrey S.

Saskatchewan Glass & Supply Co., Moose Jaw.

Sharratt & Newth, London, Eng.

Winnipeg Paint & Glass Co., Winnipeg.

HARDWARE AND METAL

Lamps, Acetylene

Maple City Mfg. Co., Monmouth, Ill.

Lampblack

The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Horne Wire Fence Co., Hamilton.

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods

Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos. & Co., Pembroke, Ont.
Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. V. & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Match Boxes

Stover Mfg. Co., Freeport, Ill.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKeechne Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonso W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers

Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidelings, Etc.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.

Oakey, John, & Sons, London, Eng.

Metal Stove Fronts

Canada Foundry Co., Ltd., Toronto.

Mop Holder

Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers

Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire

Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves

McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks

Bower, S. F. & Co., Toronto.

Ornamental Iron and Wire

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont

Packing

Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.

Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.

Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover

Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish and Color Co., Toronto.

Perforated Sheet Metals

Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron

Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pilers

Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Portable Bake Ovens.

Brantford Oven & Rack Co., Brantford.

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives

International Tool Co., Detroit.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps

Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty

Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps

Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors

Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.

Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kaupke Bros., New York.

Razor Blades.

Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops

J. R. Torrey & Co., Worcester, Mass.

Registers

Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets

Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.

Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Ropes

Independent Cordage Co., Toronto.

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England.
Luffkin Rule Co., Windsor.

Saws

Atkins, E. C. & Co., Indianapolis, Ind.
Dison, Henry, & Sons, Philadelphia.
Burley District Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.

Jas. Smart Mfg. Co., Brockville.

Screen Door Sets

P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts

National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood

P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Seythe Stones

The Carborundum Co., Niagara Falls, New York.

Shears, Scissors

Acme Shear Co., Bridgeport, Conn.
E. Heinich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wise & Sons Co., Newark, N.J.

Shelf Boxes

Cameron & Campbell, Toronto.
Shellacs
Berry Bros., Walkerville.

Shovels and Spades

Spear & Jackson, Sheffield, Eng.
Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silverware

McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.

Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spiramotor Co., London.

Spring Hinges, Etc.

B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Stains, Shingle

Berry Bros., Walkerville.
Stains, Wood
Berry Bros., Walkerville.

Staples

B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed

Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops

Steel Co. of Canada, Ltd., Hamilton.

Stencils

Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders

Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.

Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks

The Steel Co. of Canada, Ltd., Hamilton.

Tapes

Jas. Chesterman & Co., Sheffield, Eng.
Luffkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor

The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate

Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

M. & L. Samuel, Benjamin & Co., Toronto.

Tools

The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.

Spear & Jackson, Sheffield, Eng.
Allan Jills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Souty & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.

International Tool Co., Detroit.

Tools—Metal Workers'

Brown-Boggs Co., Hamilton.

Tool Grinders

American Grinder Mfg. Co., Milwaukee, Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

Varnishes: See Paints

Berry Bros., Limited, Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators

Brantford Oven & Rack Co., Brantford.
Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.

Vises

Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster

Manitoba Gypsum Co., Winnipeg.

Waffle Irons

Stover Mfg. Co., Freeport, Ill.

Wagons—Children's

Woodstock Wagon Co., Woodstock.

Washers

P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead

Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware

Caverhill, Learmont & Co., Montreal
Howland, H. S. Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards

B. Greening Wire Co., Ltd., Hamilton
Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper

B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats

Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton
Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery

Ed Brand, 472 Moss Lane, Manchester, Eng.

Wire Products

Andrews Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs

B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes

Berry Bros., Walkerville.

Wrenches

Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

WHEREVER ACCURATE RIFLE SHOOTING IS HONORED,



there will be nothing short of amazement joined to admiration at the score made by Sgt. Russell, of the Canadian Team in the Great Palma Trophy Competition at Ottawa in September: 15 shots at 800, 900 and 1,000 yards, 45 shots in all, out of which only 3 failed to find the bull, the score being 222 points, beating the World's best previous record by 3 points.

Sgt. Russell, like all the Canadian team, used the Ross 303 Service Rifle and Ross Ammunition.

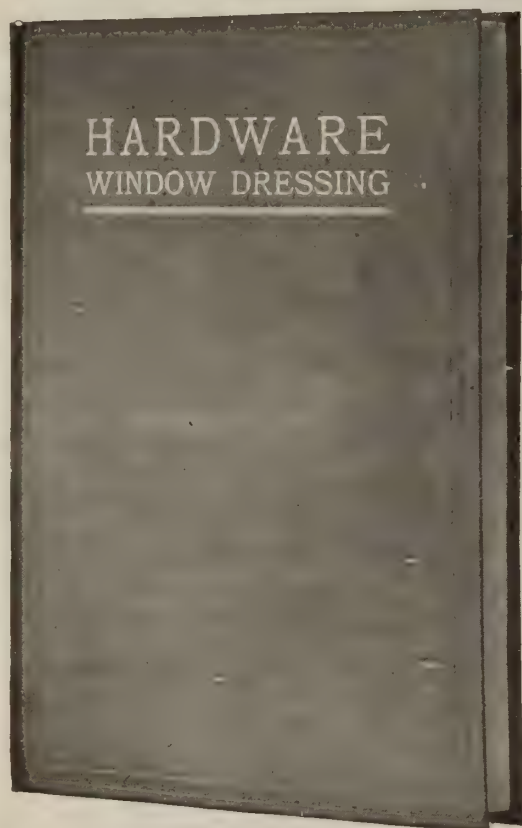
Ross Sporting Rifles have the same accuracy and power as the Ross Military Arm, and are favorites with sportsmen who seek accuracy, speed and dependability.

Where big game at long ranges is hunted Ross Rifles are specially recommended.

The Ross High Velocity .280, retails at \$70.00. This is the Arm which dealers should look into. There is naturally more profit in it than in the sale of the cheaper lines, and there is absolute satisfaction for the purchaser who knows he has a World beating gun.

Dealers who have not any in stock should write at once for discounts, etc.

ROSS RIFLE CO. - QUEBEC



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

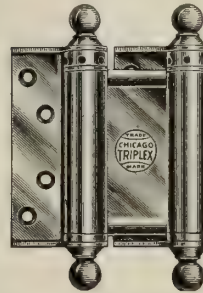
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, . ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

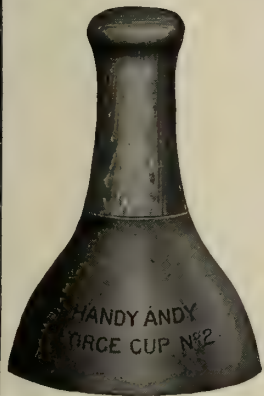
Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

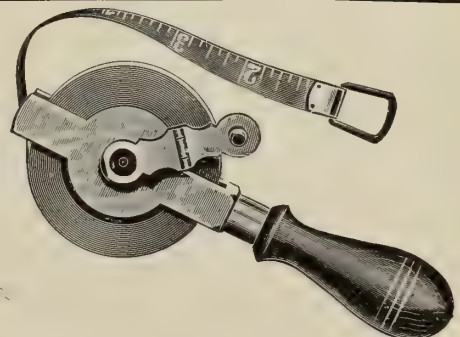
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS. WINDSOR, ONT.



CATALOGUE
ON REQUEST

There's Only One

There's only one
"FANSTEEL"
ELECTRIC IRON

It has literally taken the hardware
and electrical worlds by storm

It's the only Electric Iron on earth that can
use the wonderful new heating element
"Fansteel"—the mysterious cement-like
substance which heats twice as quickly as
iron and holds heat twice as long.

You can neither burn it out nor wear it
out. Trouble-proof—eliminates the repair
nuisance once for all. *Guaranteed far
beyond the lifetime of other irons.*

Over 80,000 sold the first 80 days

The "Fansteel" Electric Iron retails throughout
Canada, in the standard 6-lb. model, for \$4.50
*—with generous margins for both Jobber and
Dealer.*

JAMES H. CUMMING & CO., Inc.
SALES MANAGERS
745 Monadnock Chicago, U.S.A.

T. A. KENNEDY & CO., Canadian Representatives
WINNIPEG, CANADA



"Fansteel"

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada
October 26, 1912

No. 43

DIAMOND "A"

MALLEABLE RANGES

FOR THE USER VALUE

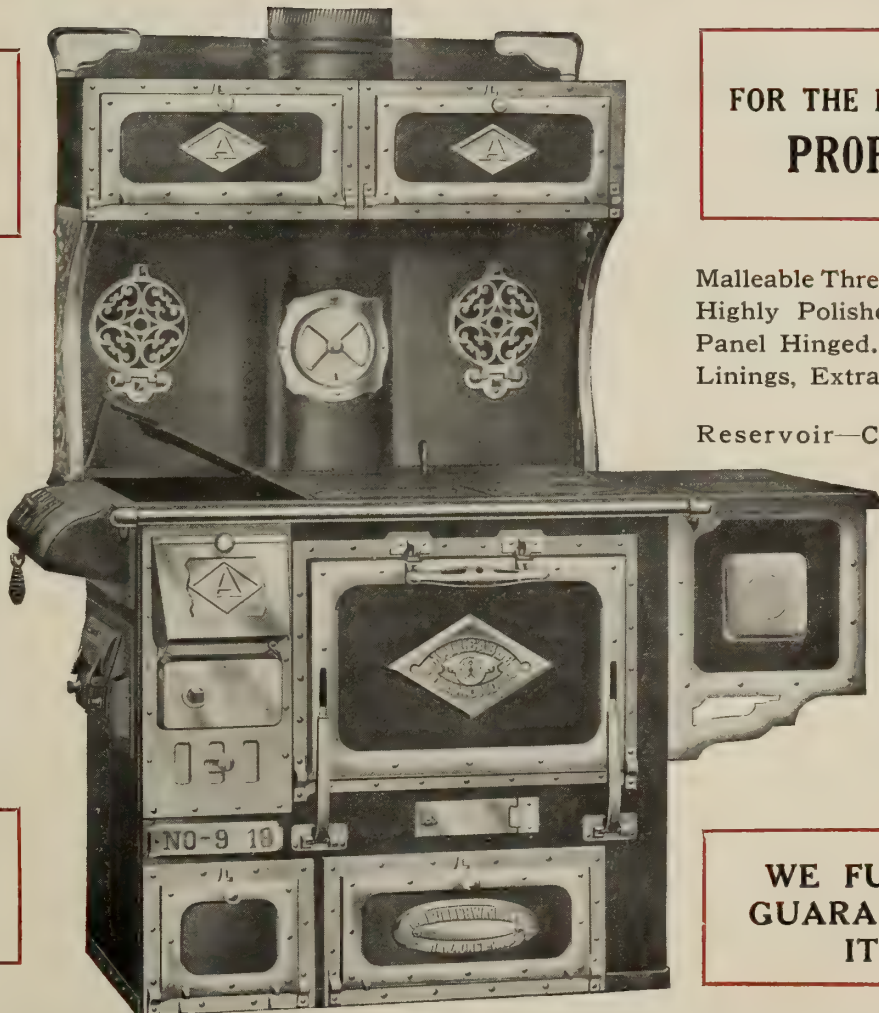
Body Steel, Oven has
Malleable Angle Iron
Frame Front and Back.

Braced Full Length.

Nickel Parts Double
Plated on Copper Base.

COAL AND WOOD
GRATE.

WE KNOW
THE RANGE
IS RIGHT



FOR THE DEALER PROFIT

Malleable Three Panel Top
Highly Polished. Front
Panel Hinged. Fire Box
Linings, Extra Heavy.

Reservoir—Cold Rolled
Copper,
Tinned
Inside.

Ther-
mometer
in oven
door.

WE FULLY
GUARANTEE
IT

The J. H. Ashdown Hardware Co., Limited

Sole distributors  goods. Majestic Ranges. Round Oak and
FULLER WARREN Ranges and Heaters. Cole's Hot Blast Heaters.

CALGARY
ALTA.

WINNIPEG
MAN.

SASKATOON
SASK.

Christmas Suggests the Gillette Safety Razor

It is high time to be planning your Christmas selling campaign.

—to single out those lines which are naturally most suitable for Christmas gifts

—particularly for Christmas gifts to men (for whom acceptable presents are so scarce)

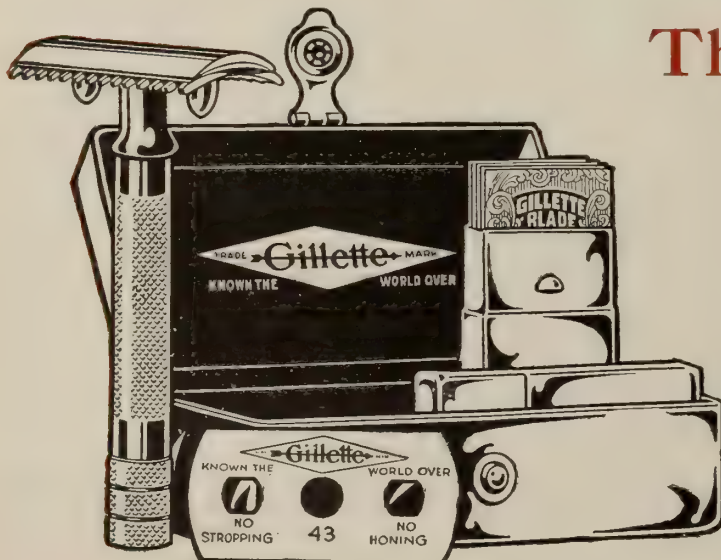
—and to see that you have on hand an ample stock of these best sellers.

Among men's Christmas gifts the GILLETTE Safety Razor stands out prominently as a leader in attractiveness, in every-day usefulness and in sales. The handsome Gillette Sets, well displayed in windows and on counters, make a powerful appeal to every man, and even more to every woman, who is looking for a really fine present for a friend or relative of the bearded sex.

Have you prepared to stimulate this demand with a big assortment of GILLETTE Sets, in Standard, Pocket Edition and Combination Styles?

If you haven't, do not delay your order, for all signs point to an exceptionally heavy trade this season. Already, even with the increased capacity which our new building gives, we are forced to work overtime.

Don't wait till the inevitable rush is on, and shipments may be delayed, but give us a chance to supply you now, when we can do so promptly and to your entire satisfaction.



**The Gillette Safety
Razor Co.,
of Canada, Limited**

Office and Factory
The New Gillette Building
MONTREAL



MAYMORE

OUR NEW CATALOGUE BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY

48, YONGE ST. ARCADE TORONTO.

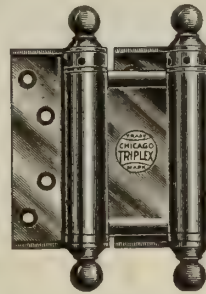
Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

CHICAGO
SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



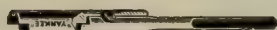
Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE

These
will bring you
**CHRISTMAS
TRADE**

"YANKEE" TOOLS

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

2.
The "ECLIPSE" PUMPER INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20 mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped a head of over 80 feet on one pint of gasoline. This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

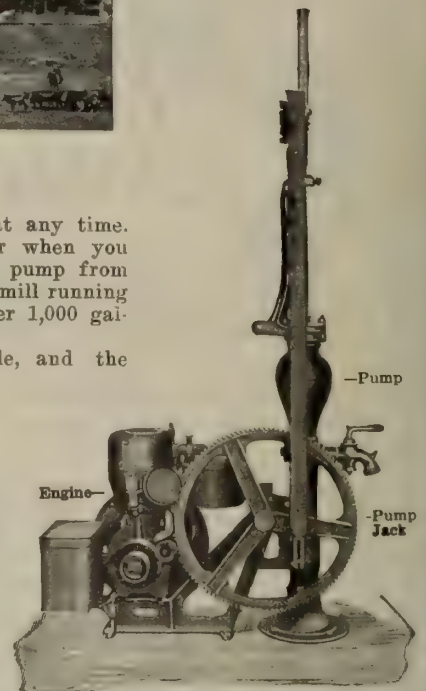
Keep one in stock.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL
 ST. JOHN
 OTTAWA

TORONTO
 WINNIPEG
 CALGARY

SASKATOON
 VANCOUVER
 VICTORIA



The S.M.P.

Patent Steam Cereal Cooker
Retinned Covers

Improved Steam Cereal Cooker



So many people say they cannot eat oatmeal, but our Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Case Lots, Dozen	1	1	1



The inner dish is provided with a bail.
 The cover fits both inner and outer dishes, so that the latter can also be used as a saucepan.

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Case Lots, Dozen	1	6	1

PRICES ON APPLICATION

The SHEET METAL PRODUCTS CO. of Canada, Limited

SUCCESSORS TO
KEMP MANUFACTURING COMPANY
TORONTO

Montreal

Winnipeg



RUSH
OUR
ORDER

SHIP QUICK

"Everybody's doing it." The steady advance all along the line of staples has awakened the trade to the probabilities of much higher levels in price, not on staples only, but on the manufactured articles which are sure to respond to the advance of staples that go into them.

MAIL ORDERS and Salesmen's Orders

are larger in size and number than we have known for six or seven years.

Bolts have advanced
Screws have advanced
Rope has advanced
Iron has advanced

Copper Rivets have advanced
Plumbers' Fittings advanced
Galv. Sheets have advanced
Canada Plates have advanced

Wire Nails have advanced
Nuts have advanced
Pipe has advanced

"We told you so" Turn to page 3 of Hardware and Metal
Issue of Sept. 14, 1912, and see where

We Predicted Higher Prices

About Dec. 15th turn back to our ad. of Oct. 26, 1912, and see where you are advised to

BUY YOUR CHRISTMAS STOCK NOW

You'll pay no more and probably less than you will after Dec. 1st. You will also be sure to get all the goods needed, and have them on display early.

WATCH YOUR STOCKS OF
TOOLS, BUILDERS' HARDWARE, CUTLERY, SPORTING GOODS

LEWIS BROS., LIMITED, MONTREAL

**Just a Few of
the Many Talk-
ing Points that
Make the Sell-
ing of R-W
Door Hangers
Easy**



Rivetless Steel Frame fitted with perfectly smooth bearings, assuring a minimum of friction and wear. Brackets made of two pieces $\frac{1}{8}$ x 2 inches steel, riveted together with $\frac{1}{4}$ -inch rivets. Smooth, wide tread wheels, combining great strength with toughness. Axles made from cold rolled steel turned on each end and securely riveted. Self lubricating bearings. Centrally hung pendant made from one piece of steel. Jump-proof, Bird-proof, storm-proof, trouble-proof track made of heavy gauge high carbon steel—furnished in one piece up to 10 feet in length. Lateral adjustment provides for chafing.

These are only a few of the many talking points that make the selling of R-W Hangers easy.

For more than 30 years we have manufactured the largest—yes, and the best line of Hangers on the market—making it possible for dealers to select from one source of supply an assortment best suited to the requirements of their trade.

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



If you have not asked for or failed to receive a copy of our latest catalogue, drop us a card and we will mail you one at once.

104 THIRD STREET

LOOK over your stock and see if any competitor has an article you cannot supply at his prices or better, or if you have any article he cannot supply.



All Styles, 1 to 8 Burners.

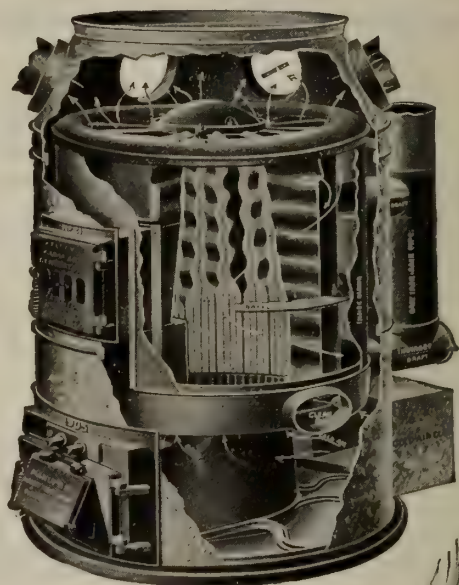
Angle Manufacturing Co.
244-246 West 23rd Street,
New York City

The Angle Lamp as a sales-proposition has not only the profit, but is an article which cannot be duplicated by your competitor.

**IN
OVER 40,000 HOMES**

Comfort and Fuel Economy Prevail
Through the Use of

**The "KELSEY"
WARM AIR
GENERATOR**



The initial cost of the "Kelsey" is somewhat more than the ordinary warm air furnace, BUT it will soon cover the difference with the fuel it saves. No heat can go to waste—every unit is passed to the rooms above.

The efficiency of the "Kelsey" is largely due to the ZIG-ZAG Tubes—this being a special feature. Most of the air must pass through these sections and cannot get through without being warmed, with even a low fire in the generator.

Let us point out all the advantages of the "Kelsey." Write for circulars and particulars.

One kept in stock will enable you to effect many sales.



One of the
zig-zag tubes.

The Jas. Smart Mfg. Co.

Limited

WINNIPEG, Man.

BROCKVILLE, Ont.



The force behind the dealer

The strong steady appealing advertising we do for your benefit is as constant as the roofing it advertises.

The merits of Genasco have been continually kept before consumers all over the country for years, with cumulative effect.

This is a valuable asset for every dealer who handles

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

It makes it easy for the alert dealer to increase his roofing sales. Take advantage of it; order Genasco from your jobber.

The Kant-leak Kleet for smooth-surface roofings is the newest effective fastener.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK

SAN FRANCISCO

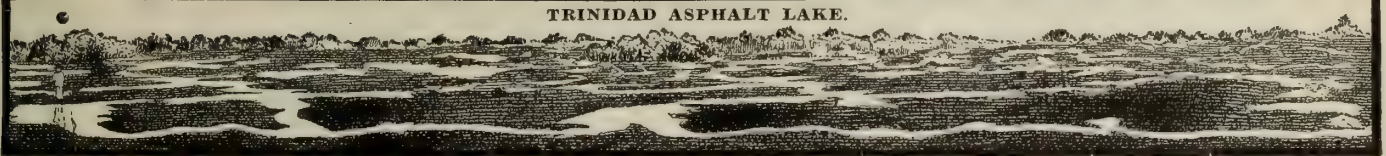
CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec.

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.

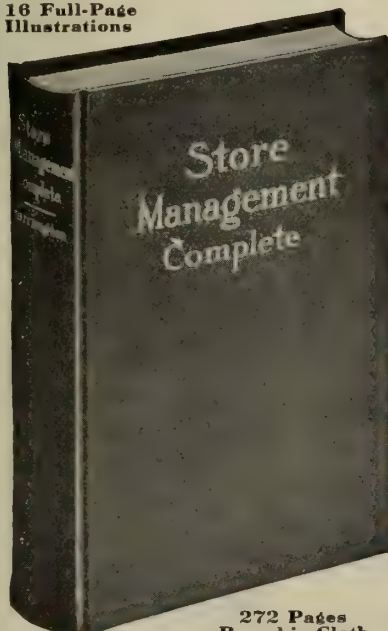


TRINIDAD ASPHALT LAKE.



Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY

FRANK
FARRINGTON

A Companion Book to
Retail Advertising
Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT

143-149 University Ave., - Toronto, Canada

HOHLFELD

MANUFACTURING COMPANY

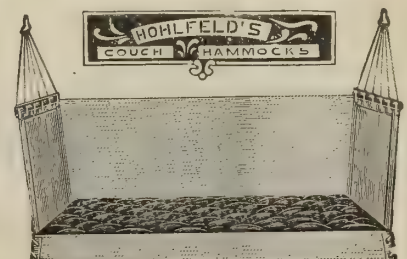


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

THE STEEL COMPANY OF CANADA LIMITED



Why experiment with ordinary wrought pipe when we can supply you with "M.R.M." Brand?

Plumbers prefer our pipe because they find it enables them to do first-class work.

The threads are perfect and our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear and free from burrs. Note this fact.

Every length tested to 500 lbs. pressure per square inch.

We can supply Black and Galvanized
sizes 1 inch to 12 inches



DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
| Geo. D. Hatfield, Halifax, N.S.



JOSEPH ELLIOT & SON'S QUALITY CUTLERY

Represents the very highest type of this class of goods it is possible to produce. Jos. Elliot & Son's Carvers carry with them a guarantee of positive satisfaction. Both for gifts and for personal use, this cutlery will be found to give every satisfaction. It will pay every dealer to push this line strongly for their regular trade as well as for the holiday season.

SEND US YOUR ORDERS.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware

WE SHIP PROMPTLY

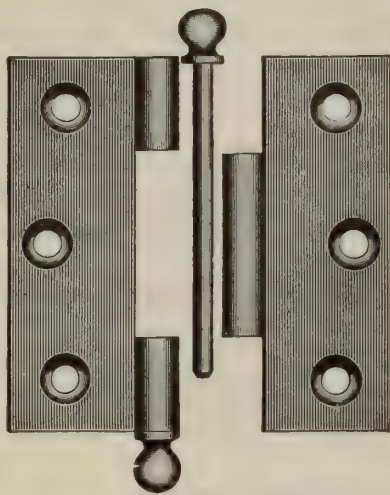
TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Crescent Brand HARDWARE



Butt Hinges

Strap Hinges

Tee Hinges

Barn Door Hangers

Parlor Door Hangers

Trolley Hangers

Hinged Hasps

Shelf Brackets

Wrought Staples

Rollston Pulleys

Gate Hooks

Wagon Hardware

Etc. Etc. Etc.

Steel Sheets

Bands

Bars

Rods

Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

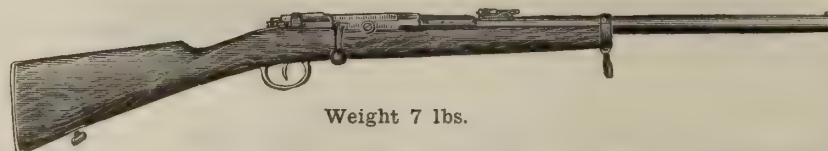
-

CANADA

Hardware Dealers, Does This Interest You? Fifteen Dollar Rifles For One-Third Of The Price. We Are Offering a High Grade Single Shot Rifle For The Above Price. Order a Sample To-day And Be Convinced Of The Wonderful Value Of This Rifle.

Single Shot Rifle "Mauser" Model 71 Converted

Bolt Action
Caliber 11 m-m
or 43



Weight 7 lbs.

The Breech Block,
Lock and all work-
ing parts are made
of Fine Tool Steel.

Used, but transformed into a Sporting Rifle. Guaranteed Satisfactory and in perfect order. This rifle will stand all kinds of hard usage, and is almost Indestructible. You will not shoot from a finer Rifle, no matter what price you may pay. Nothing but the very best of material and workmanship has entered into these rifles. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. You will find this a splendid rifle for large game. It shoots accurately, and has great carrying distance. Very strong and light in weight. A safety lever locks the rifle, so that it cannot be fired, nor the breech block opened until the lever is released; this device makes it absolutely safe. Order a few at once; they won't last long.

McGILL CUTLERY CO., REG'D

P.O. BOX 580

MONTREAL, CANADA



Quicken Your Service

Modern stores cannot afford to have aisles crowded with impatient customers. People demand quick service. They do not excuse *old methods*.

With National receipt-printing registers in small purchase departments, change is made instantly. There is no waiting for money to return from some distant part of the store. There are none of the old delays or mistakes.

Your customers are satisfied, your sales-people can sell more goods, and *you can make more money*.


Ask us to send our representative to study the needs of your store.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, Toronto.

Canadian Factory: Toronto



WIRE ROPE

For Hauling Threshing Machines
and Moving Buildings.

Hay Fork Ropes, Etc.

We manufacture all kinds of Wire Rope for all
purposes.

Wire Rope Fittings.

Wire Rope Grease

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT.

MONTREAL, QUE,

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

Sell GLUE in packages--it means less handling--more profit



**BRANTFORD
ALL AROUND
GLUE**

weighed and wrapped ready to hand over the counter.

**NO MUSS—NO FUSS—
NO LOSS OF TIME**

¼ pounds, ½ pounds, pounds.
Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

**ASK YOUR JOBBER FOR PRICES
AND DISCOUNTS**

PROTECT your show-cases by using the

**BRANTFORD COIN
MAT**

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

25%

TRADE DISCOUNT

— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS

WRITE US FOR THIS LIST

**The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.**

This is the halter selling season, and buyers are asking for "Hercules"

FROM now to spring is the best time for selling halters. Farmers are about ready to tie up their colts and young horses for the fall, and a sudden snow or cold snap will start them coming. They will be calling on you for low-priced, serviceable halters, and because of our direct-to-consumer advertising, many will be asking for "Hercules." Do not disappoint them. Be prepared in advance. Order your supply now.

Give any of the twenty popular lines of "Hercules" halters a reasonable trial and be convinced of their superiority over others selling at the same price. Judge them from the viewpoint of the man who uses them, test their strength, look for the special features that are not found in other makes, examine the quality of material used and consider the low

prices. In every case you will find "Hercules" halters gain by the comparison.

What is good for the buyer is good for the dealer, and a line of "Hercules" halters added to your stock, now, will soon be disposed of. You will find them quick sellers, for the quality is high and while the prices are low, **you** earn a good profit.

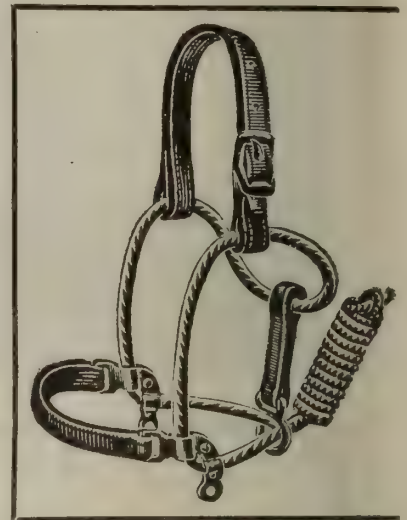
"Hercules" halters may be secured from leading jobbers, or can be ordered direct.

Four very popular halters are shown here. The two on this page are the—

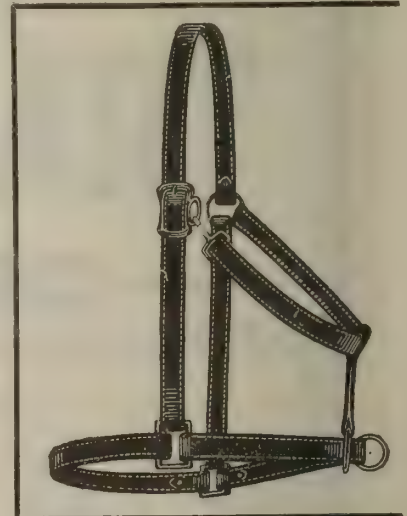
"Giant," the best dollar halter made. The shank goes into and forms a part of this halter, equally distributing the strain. Made of best harness leather, doubled and stitched, pure Manilla rope, metal parts are welded steel, and weight is about two pounds each. Price to dealers, \$8.00 a dozen.

"Trotter," Rockwell, or six ring style. One inch best harness leather, all double and sewed, weighs about one and one-half pounds. Another style, "Roadster," is the same as "Trotter," but made in five ring or square style. Two good, all leather, dollar halters. Price to dealers, \$9.00 a dozen.

Write for illustrated price list



"GIANT"



"TROTTER"

OUR direct-to-consumer advertising campaign was planned and designed as an aid to the dealer. The "Giant" dollar halter is featured because of its exceptional merit. On this page you will find it illustrated and described. We would suggest that you test the selling and satisfaction-giving values of the "Hercules" line by ordering a trial dozen of the No. 1 "Giant," with the heavy rope. The price to dealers is \$8.00.

HERCULES
HALTERS
HOLD
HORSES!!

G. L. Griffith & Son

Stratford, Ontario

Formerly at Melbourne

"Hercules" halters are quick profit makers

STRENGTH, durability and economy, are the leading characteristics of all "Hercules" halters, for it always has been the aim of the manufacturers of this line to make halters that will wear and sell at reasonable prices. "Hercules"

halters hold. Into each one is put the skill and careful workmanship of experienced harness makers, and special valuable features are to be found in many of the "Hercules" line that are not to be had in halters of other makes.

The present popularity of "Hercules" halters is best shown by the continued increase in demand. The sales of the "Giant" alone is three times as large to-day as it was nine months ago, and the new plant, with five times the capacity of the former one, is already working close to capacity. However, all orders are being carefully filled and promptly shipped.

A satisfied buyer becomes a permanent customer, and a "Hercules" always pleases. Among the line of twenty, you can find halters that will suit any purse or purpose. "Hercules" halters are all good business bringers.

The two halters shown on this page are the—

"Broncho Buster," a three-ply leather halter, the two outer being of best harness leather and the middle ply of tough rawhide. The leather gives stability, while the rawhide adds strength. The mountings are of heavy wrought steel. Weight about three pounds. Price to dealers, \$15.00 a dozen.

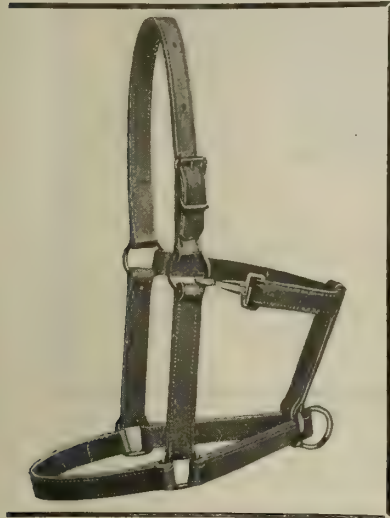
"Draught," five-ring or square style, one and one-quarter inch leather, double and stitched, weight about two pounds. Another style, "Clyde," is the same as "Draught," made in the five-ring or square style. Price to dealers, \$10.50 a dozen.

Write for illustrated price list

G. L. Griffith & Son

Stratford, Ontario

Formerly at Melbourne



"BRONCHO BUSTER"



"DRAUGHT"

HELPING THE DEALER

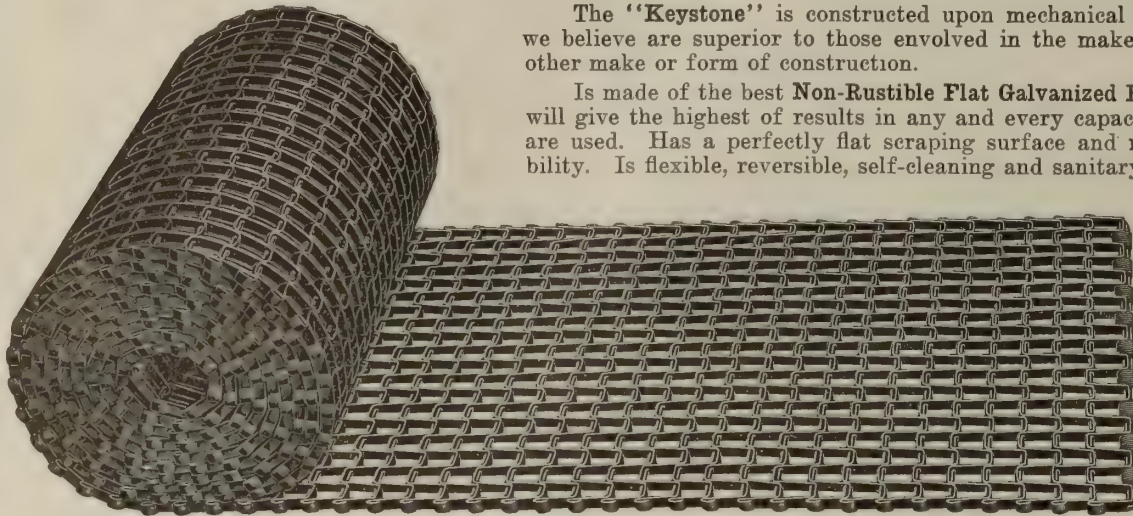
The manufacturers of "Hercules" halters are always ready to aid the dealer in every possible way. In addition to advertising to the buyer direct, thus increasing the demand for this line, they will be glad to loan to any dealer cuts of the "Hercules" halters for use in local advertising, and furnish whatever information is wanted regarding material, methods of manufacture, etc.

HERCULES
ALTERS
OLD
HORSES!!

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are superior to those involved in the makes of any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

The "Hygienic" COFFEE

PERGOLATOR
Makes an
IDEAL CUP
OF COFFEE

It is beautifully finished and fitted with the new Monarch regulating lamp.

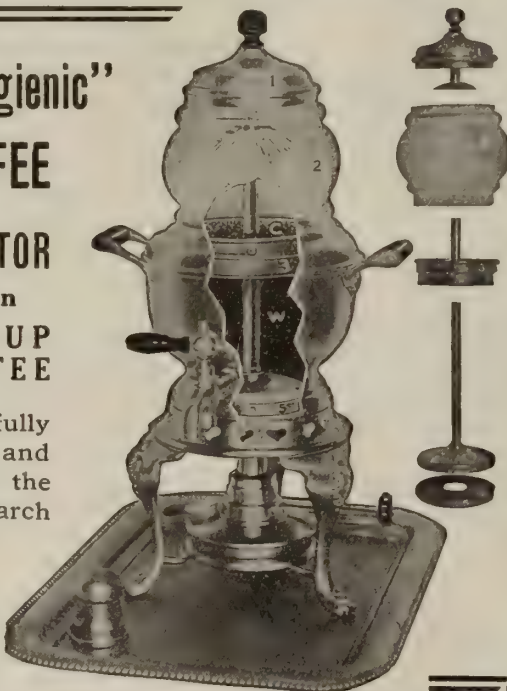
The Hygienic has no near rival when

it comes to point of adding pleasure and satisfaction to a home. Gift seekers buy it as the most appropriate and the most reliable gift.

Write for Illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto



THE CORONA ROASTER YIELDS A GOOD PROFIT



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

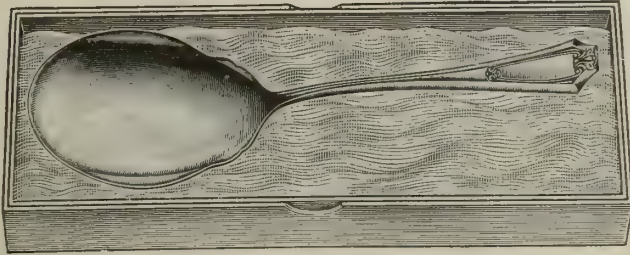
WE HELP YOU MAKE SALES

by supplying advertising matter. DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.

We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

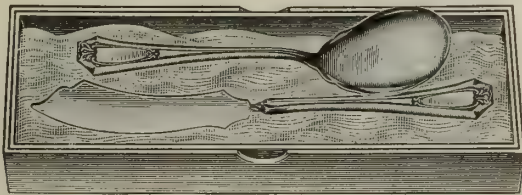
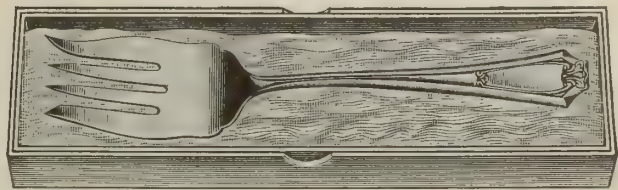
THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

The "Carrollton" Pattern



Great care has been exercised both in the design and manufacture of this elegant line of Flatware, and we are sure it will meet with instant approval of your patrons desiring high-grade table decorations.

The long, graceful lines of this design give it the right touch to produce the beautiful yet plain effect which is proving so popular with the trade this season.



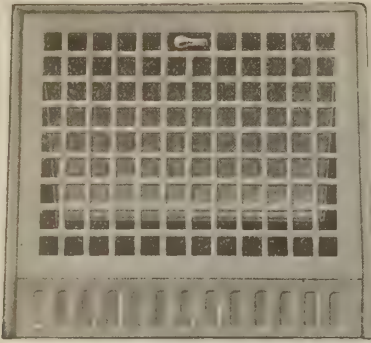
Made in bright burnished finish of the same high-grade quality of material which characterizes our many other lines of Flatware.

Send a card and our representative will call and show you our extensive lines of Flatware and Holloware for the holiday trade.

Standard Silver Co., Limited

Madison Avenue

Toronto, Ont.



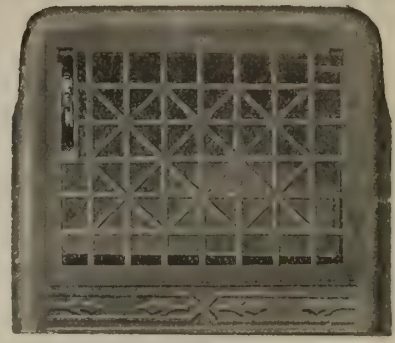
STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

The only way to make money is by using
"The Ferrosteel Line"
of Registers

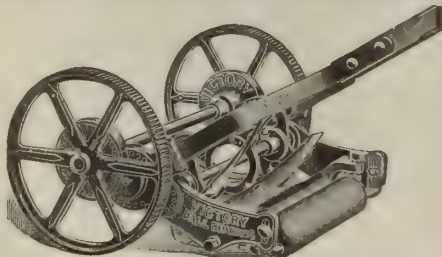
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

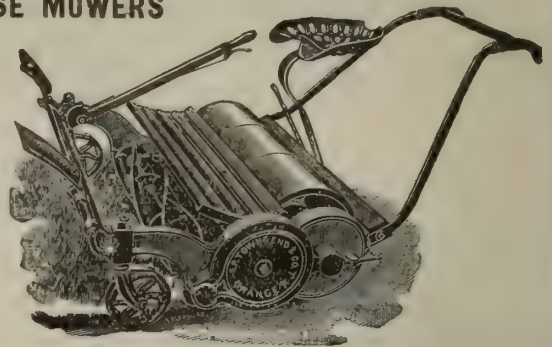
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



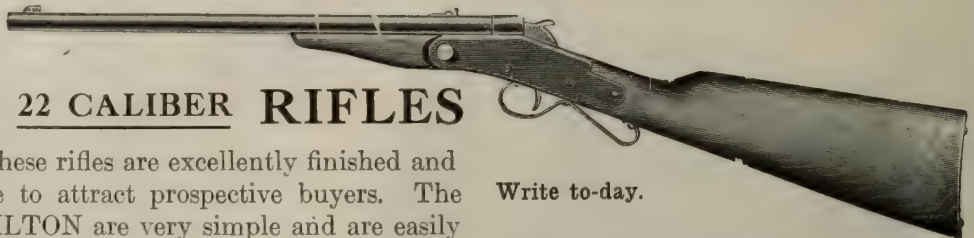
Quality, Accuracy and Dependability

are three of the features
that have made the

HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.



Write to-day.

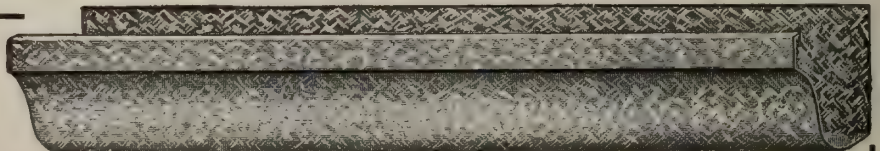
For Sale by all Jobbers.

C. J. HAMILTON & SON
Plymouth, Mich., U.S.A.

**Do You Want Your
Orders Filled Quickly?**

If so, send them to us.

Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Corrugated Iron, and Galvanized Iron Sheets.



Wheeler & Bain

The Quick Shippers

Toronto





Cummer-Dowswell Clothes Wringers



of every description.

for every need.



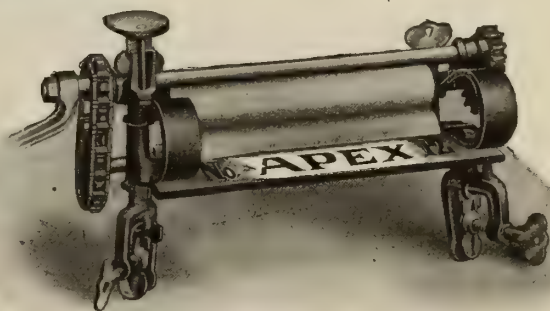
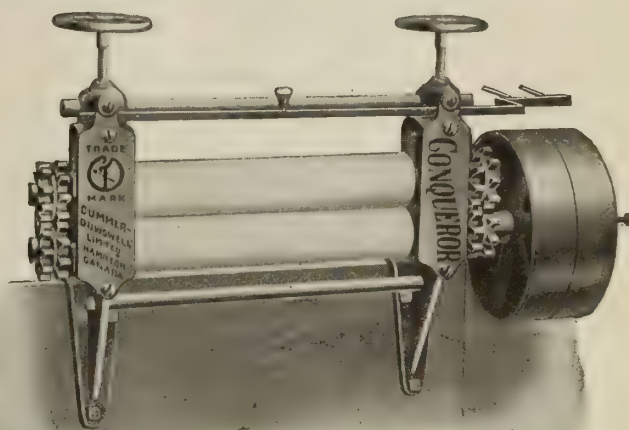
**Always
the Best**

**With New
Improvements
they are
to-day
Better
Than Ever**



Thirty Years Experience Making Clothes Wringers Back Them

Guaranteed One, Two, Three and Five Years in Family Use.



They're BEST because of their

**Unusual Wearing
Perfect Wringing
and Easy Running**

Qualities

Sold through trade—made at the largest Wringer factory under the British Flag

CUMMER-DOWSWELL LTD.

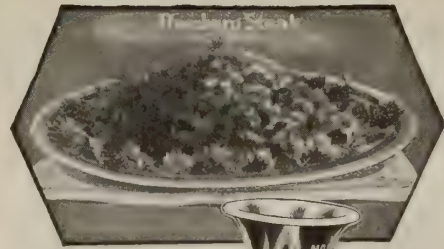
HAMILTON

CANADA

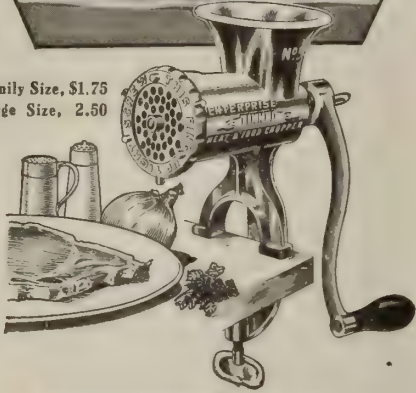
Our new Anti-Chemical Black all Rubber Roll is a Winner



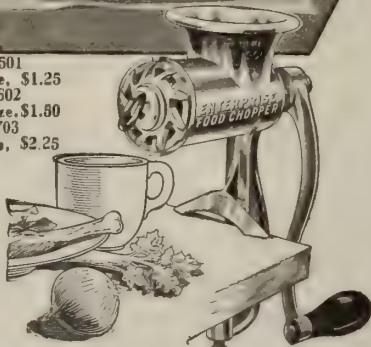
Every Day Counts Now



Family Size, \$1.75
Large Size, 2.50



No. 501
Small Size, \$1.25
No. 602
Family Size, \$1.50
No. 703
Large Size, \$2.25



These handsome and effective illustrations are typical of those appearing in our 1212-13 advertising.

You ought to handle all these ENTERPRISE Goods —They are Staple.

Meat and Food Choppers	Sausage Stuffer and Lard Presses
Bone, Shell and Corn Mills	Sad Irons
Polishing Irons	Coffee Mills
Cherry Stoners	Ice Shredders
Beef Shavers	Cheese Cutters
Tobacco Cutters	Motor Choppers
Raisin Seeders	Lawn Sprinklers
Measuring Faucets	Bait Choppers
Cobbler's Kits	Meat Hooks
Electric Mills	Paste Makers
Drug Presses	Tincture Presses
Flagpole Holders	Measuring Pumps
Bunghole Borers	Cork Presses
Paint Faucets	Vegetable Slicers

Housekeepers are ready. Times are good; crops enormous; factories working full time. Purses bulging. The buying season is on and high quality is in greater demand than ever before.

Our big advertising campaign now running stands at the head in attracting buyers. Look in the good magazines and leading publications and see how large space advertisements are telling the news about Enterprise specialties and reaching more people than ever before.

We have a plan to bring these reading buyers to your store after our goods and keep this point in mind:

If it is an

ENTERPRISE

Then it is Profitable for You

The illustrations show the class of illustrations we are using in the ENTERPRISE MEAT AND FOOD CHOPPER publicity. Attractive? Sure! Trade winning? You have guessed it. Always easy to sell. Enterprise goods are more popular than ever. Our reputation grows, because it backs up our advertising and the home-makers know that any article with our ENTERPRISE stamp is made up to the highest standard of manufacture.

Write to-day for Enterprise Catalogue

A book that will be in frequent demand for reference. A partial list is given in this advertisement. We will send you free our selling helps, including window trims and store hangers, beautiful and effective advertising matter, and a service that is free.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, Pa.

21 Murray St., New York, N.Y. 530 Golden Gate Ave., San Francisco
176 N. Dearborn St., Chicago.



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

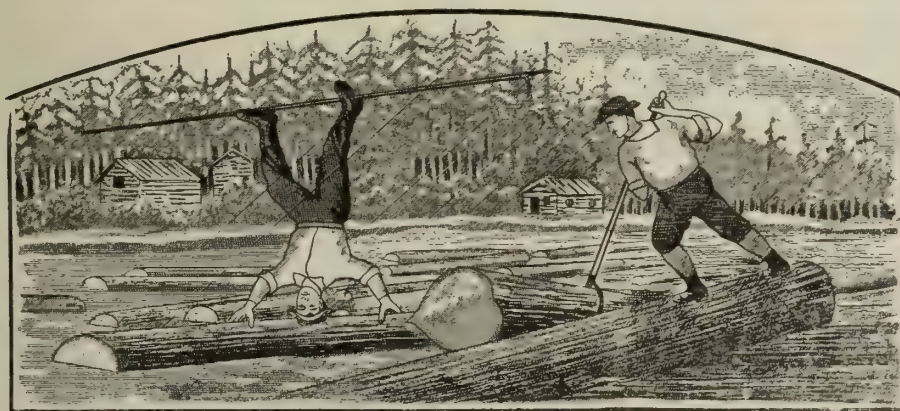
WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

Guaranteed as to
Work and Efficiency
**MILLERS FALLS
BORING MACHINE**

The boring crank is turned in one direction only, whether boring or drawing auger out of hole. Fully perfected. Bores at any desired angle and is truly

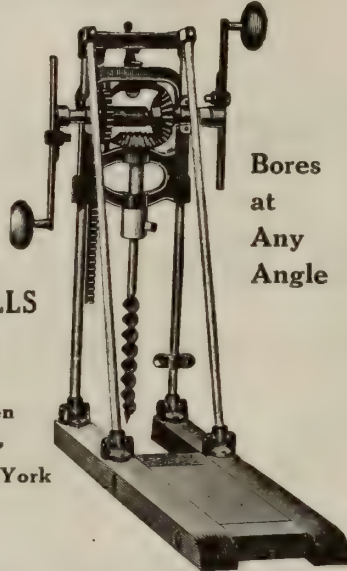
The Workman's Favorite

Adjustable Stop for Depth of Hole and Quick Reverse

Adjustable Cranks Regulate Speed and Power.

Boring frame hangs itself up and is dropped to work by releasing thumb latch. Regularly supplied to bore 1 1/4 inches deep, deeper if desired.

Fully described in catalog, as are many other Millers Falls Efficiency Tools. Send for FREE copy of catalog and our book "Tool Practice."



Bores
at
Any
Angle

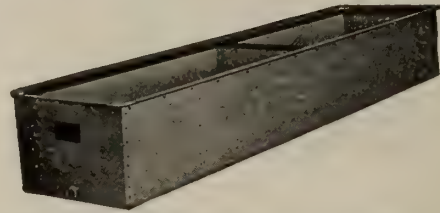
**MILLERS FALLS
COMPANY**

28 Warren
Street,
New York

GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales. Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

Limited

TWEED - - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg, Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

SAVE MUCH TIME AND LABOR

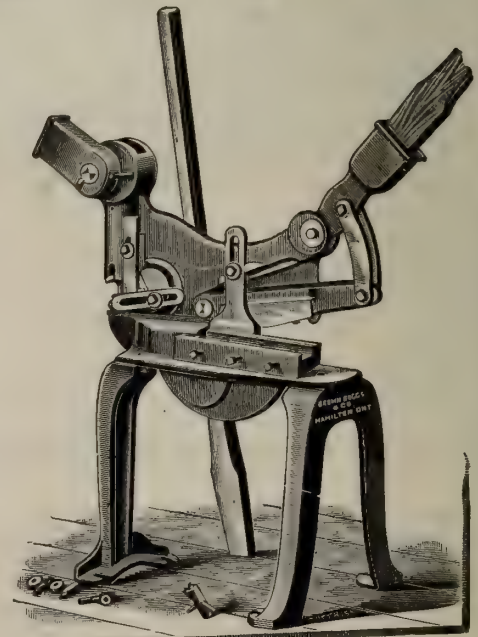
THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable** after a trial.

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4" x 2" or 3/8" round, and will punch a 5/16" hole in 1/4" iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8" hole in 1/4" iron.

Write for Full Particulars and Discounts.



The Brown-Boggs Co., Limited
HAMILTON, ONTARIO, CAN.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

Here is good business for you



Cut Shows Roaster Open.

McClary's

"PERFECTION" ROASTER

will find a ready sale when you show its advantages.

Prevents loss of weight by shrinkage.

Cooks all kinds of meat perfectly.

Retains all natural juices.

No basting required,

No greasy splutter in the oven.

No burnt meat.

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.



EVERYWHERE

If you were in some far-off land and needed babbitt metal, would it not be a comfort to you, if not actual pleasure, to find "good old reliable Magnolia Metal?"

What a history could be written of its wanderings over the seven seas by ships, up the Andes on llamas, to the mines in Mexico by burros, to the teak forests of Siam on elephants; trekking over the sands of Africa by ox carts or across the steppes of Siberia on sleds.

Engineers and mechanics cannot take chances in these out-of-the-way places with their babbitts; they must have the best, and therefore specify Magnolia.

They know that Magnolia is always uniform and reliable, that it is suitable for highest speeds or heaviest pressures and can also be used for piston packing, bull rings, etc., etc.

Tamsos Mine, Tarkwa, Via Sekondi, West Africa.

June 7, 1911.

Magnolia Metal Company, New York City.

Dear Sirs:—

As a user of "Magnolia Metal" for some years—in all parts of the world—and under some rotten conditions, I have pleasure in forwarding 50 cents for one of your Engineer's Pocket Books, knowing full well that anything coming from the home of Magnolia Metal will be good.

I am at present using Magnolia Metal throughout this plant. We get it through our London Purchasing Agent, and it is dandy stuff, too.

Wishing you every success with your good goods, permit me to remain.

Yours very truly,

K. R. MOURE, Chief Engineer.

SPECIAL OFFER.

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. Price 40c post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium, and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

225 St. Ambroise St. - MONTREAL

New York

Chicago

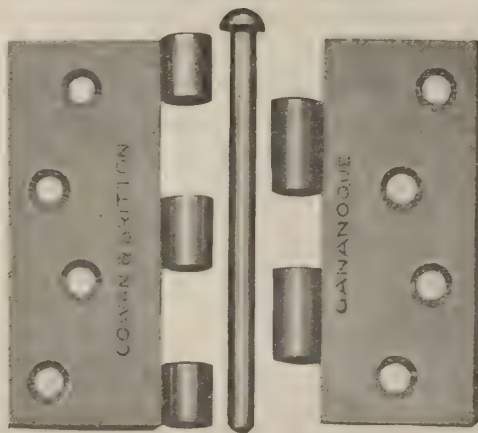


Sell Our High Quality Builders' Hardware

And Give The Buyer Absolute SATISFACTION

Our line of Builders' Hardware includes Butt Hinges, Strap Hinges, Hasps, etc.

We employ the very best methods of manufacturing. This, together with the high quality material used and work of experts, ensure the buyer a rare value for his money. You cannot afford to overlook our goods—they are certain to bring you many re-orders.



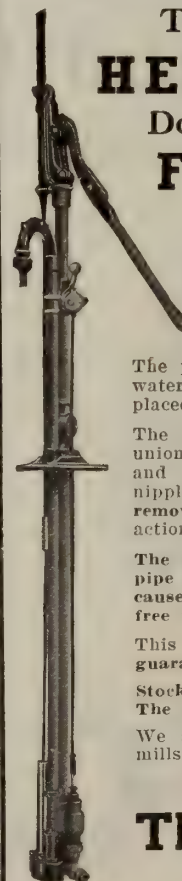
Write for Catalogue and full particulars at once

COWAN & BRITTON

GANANOQUE, ONT.

There's A Big Field For HELLER - ALLER Double Acting, Three Way FORCE PUMP

In Many Farm or Suburban Homes There Are Prospective Buyers



The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.

WINDSOR, ONTARIO



The
"EMPIRE"
 Steel Range

This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nickeled and built to wear.

This is our highest grade steel range, and, we believe, the best on the market. It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

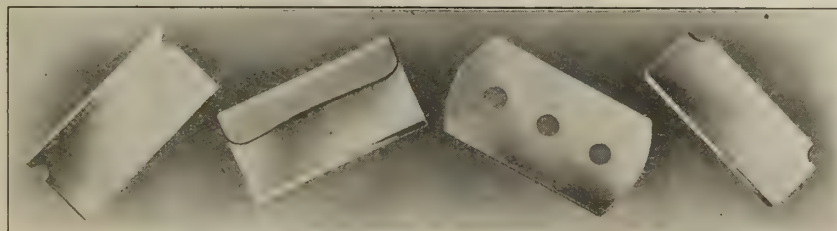
The quality convinces, and its appearance brings scores of customers.

Absolutely guaranteed.

The Canadian Heating & Ventilating Co., Ltd.

OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades !

Made from the finest grade of Sheffield Crucible Cast Steel.
 Highest Quality as regards Cutting Power and Durability.

Agents Wanted

SCHRAMBERG (Wurttemberg) Germany

**EVERY DEALER
 Should Investigate
 the Selling Qualities of our
 "CARPENTERS"
 SPECIAL**



It sells well because it is a file that has all the qualities of slim, extra slim, special tapers, etc., combined.

Because it has enough weight, and the right temper to give an extra long service, and will do the work of 3½ to 5½ inch slim file, and obviate the necessity of carrying a full set.

Let us supply you with names of dealers who are selling this file. Write these dealers and get their verdict as to the selling qualities.

Our reputation and money back guarantee protect you.

Get our prices and circulars at once.



**DELTA FILE WORKS
 PHILADELPHIA, PA.**

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
 Stark, Seybold, Montreal; Wm. Stairs,
 Son & Morrow, Halifax.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

**The William Buck
Stove Co., Limited**

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

MANUFACTURED BY

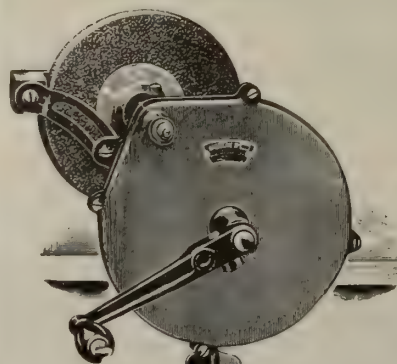
**The Ohio Foundry &
Manufacturing Co.**

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

For Quick Sellers Try AMERICAN GRINDERS

The American Grinder is of the enclosed gear type. Self-Oiling Bearings require no attention. Internal Friction loss exceptionally small. Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil. No complicated parts. Pleasing in appearance. Firmly constructed. Simple in design. Gears run in oil. Very compact. Noiseless. This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS
AMERICAN GRINDER MFG. CO.

Milwaukee, Wisconsin

**MERCHANTS' HARDWARE SPECIALTIES CO.
LTD.,**

Calgary, Alta., Agents for Western Canada

DEALERS MAKE MONEY

Dealers make good money---make it easily on a quick turn-over---when they carry the



PERFECTION SMOKELESS OIL HEATER

SMOKELESS

ODORLESS

The Perfection Heater is the best oil heater we know of anywhere in the world, and we have been in the oil business long enough to be good judges of heaters.

If you carried the Perfection last year you know that it sold almost faster than we could deliver. If you have not the Perfection in your store now, you are letting good quick profits slip through your fingers.

WRITE AT ONCE FOR OUR ILLUSTRATED CATALOGUE

To any Agency. And at the same time remember this

Now Is The Time

to put in orders for next season for the

New Perfection WICK BLUE FLAME Oil Cook-stove

CLEAN QUICK CONVENIENT

Just figure out your last year's business in Perfection Stoves, and order for next season now. That will insure you prompt delivery and get you the cream of the business.



The Imperial Oil Company, Limited

TORONTO, MONTREAL, WINNIPEG

ST. JOHN,

HALIFAX



STAR Safety Razor

The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

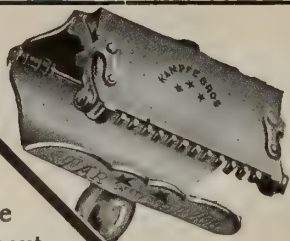
Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of

STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping
Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY



Fox Floor Scraper No. 1

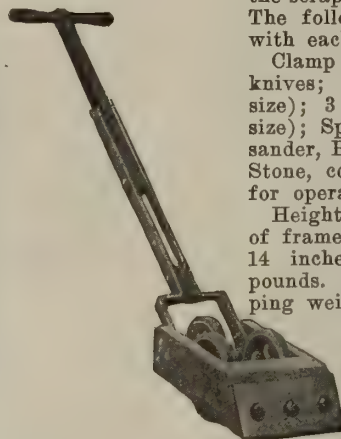
Manufactured Under Fox Patents

The Fox Floor Scraper is built on the only correct principle, and it is guaranteed to be the best machine with which to produce an even, smooth surface on any kind of hardwood flooring, including Georgia pine, fir, ash, etc. It does not require an expert to run it. It will not jump, chatter or leave waves. One man with the Fox Scraper can do the work of five men with hand scrapers, and do it better, thus saving you the price of the scraper on one or two small jobs.

The following knives and tools go with each machine:

Clamp Block for sharpening knives; 4 Crown Knives (large size); 3 Old Floor Knives (small size); Special Knife, substitute for sander, Burnisher, File, Wrench, Oil Stone, complete set of instructions for operating.

Height of frame 4 inches, width of frame 9 inches, length of frame 14 inches, blade 3x9, weight 85 pounds. Packed one in a box; shipping weight 95 pounds.



Manufactured by

Fox Supply Co.

Brooklyn, Wis.

Sold in Canada by:

The E. Cavanagh Co., Ltd. The James Walker Hdw. Co., Ltd.
Montreal Montreal
The Durand Hdw. Co., Ltd. Frothingham & Workman, Ltd.
Montreal Montreal
Canadian Equipment and Supply Co., Ltd., Calgary, Alta.
Aikenhead-Clark Hdw. Co., Ltd. Winnipeg, Man.
Merrick-Anderson Co., Winnipeg, Man.
Hooton & Moore, Winnipeg, Man.
Thomas & Sutherland, Ltd., New Glasgow, N.S.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster



No. 200—11½ x 18½ x 8 inches

THE "STERLING"

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK:

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto

THE “GOOD CHEER”

The Furnace with
The Circle Waterpan



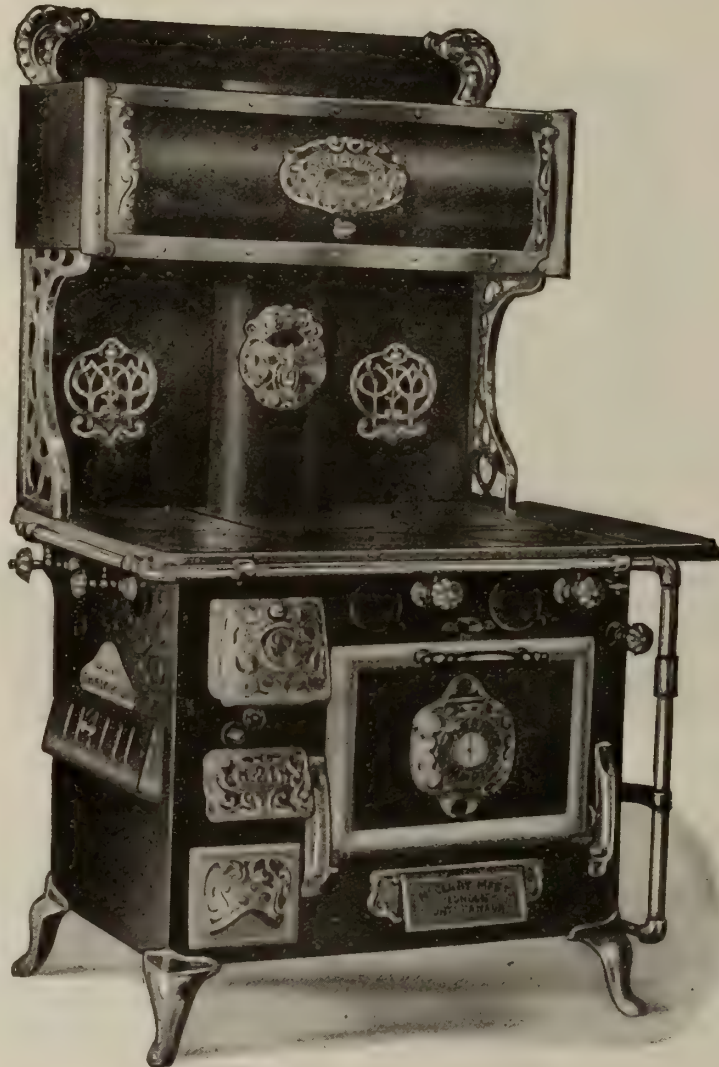
THE ONE FURNACE WHICH HAS AT LAST MADE POSSIBLE A
REALLY DELIGHTFUL, INVIGORATING AND HEALTHFUL WARMTH

The JAMES STEWART MANUFACTURING CO., Limited
WOODSTOCK - - ONTARIO

Western Warehouse—156 Lombard Street, Winnipeg, Man.

McClary's "Champion" Interchangeable Gas Range

Burns
gas,
coal
or
wood
together
or
separately.



Can
be
changed
for
any
fuel
in
one
minute

No
tools
required.

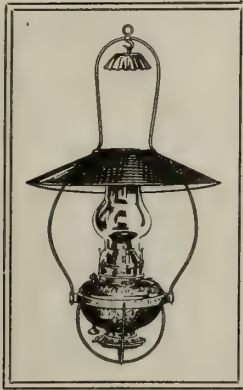
Saves time--work--worry.
Two stoves in one at the price of one

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Here's The Fastest Selling Store Lamp



The Pittsburgh Mammoth

¶ When it comes to store lamps, the Pittsburgh Mammoth fills the bill better than any other. It delivers the *service* to the merchants that buy it. So of course it sells.

¶ To begin with, it's handsome—big—strong—efficient. It holds more oil and burns longer than any store lamp you ever saw.

¶ That's not all. It's easy to manage and it's practically fool proof. All Pittsburgh Mammoth founts are equipped with an indicator that shows at a glance when the fount is full and, also, the exact quantity of oil in the fount at all times.

¶ You've got customers who need a lamp like this, Mr. Merchant. Stock up and go after that trade. A postal will bring our man with his photographs.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Office :

119 Wortley
Road

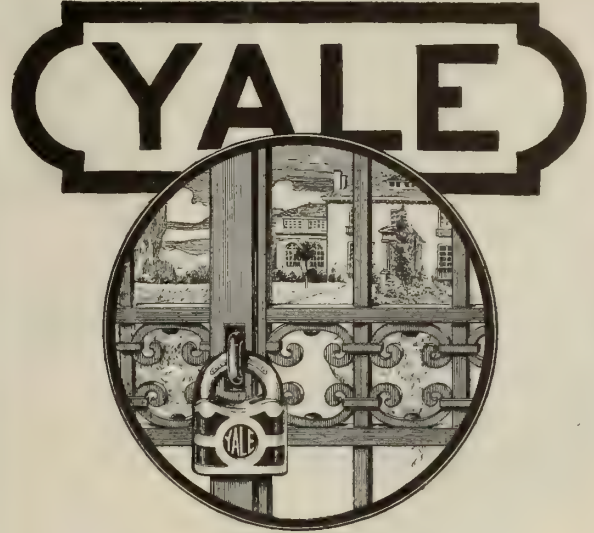


London,
Ontario

R. E. Davis, Special Representative

General Offices, - Pittsburgh, Pa., U.S.A.

The name "YALE" helps make the sale



EVERY man who buys a Yale Padlock, or any other Yale Product from you, soon learns for himself that he can place absolute confidence in it. This knowledge tends to increase his confidence in you and your store.

We are talking Yale Padlocks in our October advertising. It's the kind of talk that makes sales. Here are three ways in which we will help you bring buyers into your store, and to obtain the full advantage of our advertising of Yale Products.

Window Displays

Complete outfits, with diagrams and illustrations, enabling you to duplicate the novel, attention-compelling displays designed by our window salesmanship expert.

Free

Newspaper Advertisements

Strong advertisements, in various sizes, for you to run in your local papers. Furnished in plate form, all ready to print, or the cuts only, as you prefer. Business bringers.

Free

Printed Matter

Leaflets and booklets for you to distribute on your counters and mail to customers. These give the reasons why your customers should buy Yale Products. They are trade makers.

Free

Address Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

If You Do Not Handle Our Roped Extension Ladders

You Are Unaware That They
Are Very Profitable

This is the safest and most convenient ladder for painters or decorators.

Has automatic locks that lock at every round and unlock between rounds. Easily converted into two ladders.

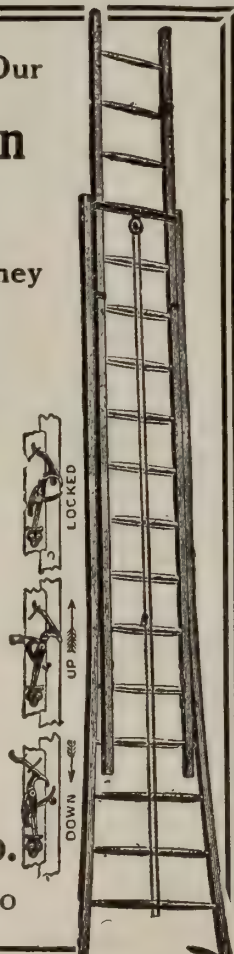
Made of clear yellow pine and rock elm rounds.

It meets the requirements of a high grade ladder perfectly, and will be the means of bettering your ladder trade. A trial will convince you.

Write for complete catalogue and prices NOW.

The Stratford Mfg. Co.

STRATFORD Limited ONTARIO



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

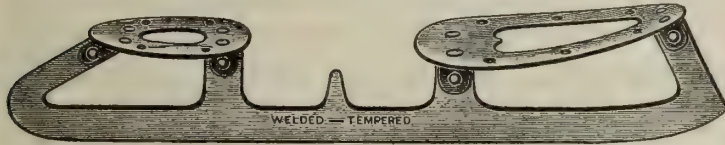
We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

OUR "OLYMPIC"

Beautifully Nickel-Plated. It has a welded and tempered steel runner, too, yet price to dealers is only 90 cents per pair.

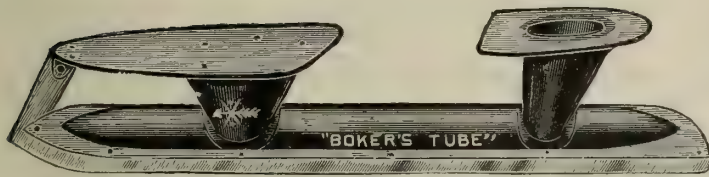


Sizes 9 to 11½ inch; weight, 1⅜ lbs. per pair.

THERE IS THE SKATE THAT SELLS



TUBE HOCKEY SKATES



No. 1911

Extra fine quality, tempered tool steel runners, ⅛ in. thick, reinforced tubular pattern, aluminum finish, very light, made to be riveted to the boots, sizes 10½, 11, 11½ in., weight per pair about 17⅛ lb.



No. 9557½

Canada patent No. 105874, extra fine quality tempered tool steel runners, ⅛ in. bearing surface, new style supports, two at heel and three at sole, triangular tube runs whole length of runners, full nickel plated and polished, sizes 10, 10½, 11, 11½ and 12 in., weight per pair about 17⅛ lb.

SPECIAL WALTZING SKATES



"PATRICIA"

No. 46

Extra quality welded and tempered steel runners, curved, proper radius for waltzing or figure skating, full nickel plated and polished, with polished top plate, sizes 8½, 9, 9½, 10, 10½ and 11 in., weight about 11½ lb.

Caverhill, Learmont & Co.

MONTREAL

**"WE MAKE NOTHING ELSE
And our goods show it."**



**YOU CANNOT AFFORD TO OVERLOOK
The "Norcross" Cultivator-Hoes and Weeders**

They are the result of 20 years' experience in the exclusive manufacture of this ONE line. We guarantee them superior to all imitations.

Particular gardeners are quick to notice such articles as these. After once introduced, your sales will rapidly increase. They add more pleasure to gardening by lessening labor—any woman can EASILY use them.

Canadian Jobbers who handle the "Norcross" line are
McLennan, McFeely & Co., Ltd., Vancouver, B.C., Lewis Bros. Ltd., Montreal,
Canada. The Eureka Planter Co., Ltd., Woodstock, Ont. J. H. Ashdown Hard-
ware Co., Ltd., Winnipeg. Merrick-Anderson Co., Winnipeg. Jas. Simmons
Ltd., Halifax, N. S. The S. Hayward Co., Ltd., St. John, N.B.
WRITE THEM FOR FULL PARTICULARS

C. S. Norcross & Sons, Bushnell, Ill., U.S.A.
PATENTEES and SOLE MANUFACTURERS

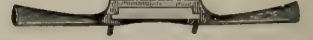
Celebrated KANGAROO Brand Tools



OF ALL



KINDS



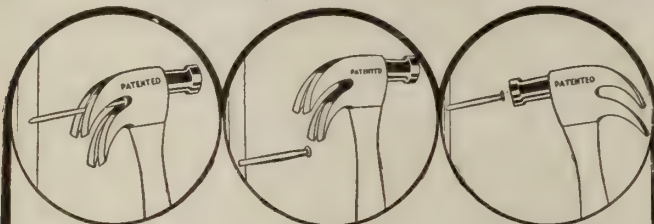
Lists and Prices from

Robert Sorby & Sons, Ltd.

Canadian Representative, GEO. H. SAYWELL, 61-3 Albert St., Winnipeg.

Sheffield, Eng.

Local Agents at Toronto, Calgary, Vancouver, Saskatoon.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain.
Worth ten times more than
the Common Hammer, costs
three times more to make.
Spend a little more for the tool
and Save Money.

ALL JOBBERS

Start

Out



Pulls the
nail out
straight
without
a block



Within the next few weeks every
dealer will be interested in securing a
supply of good Brooms. Let us suggest
that you try the

KEYSTONE BRAND

this season. They are always reliable, always
uniform in quality and always reasonable in
price.

We guarantee that you will
have no kick from your cus-
tomers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

STEAM GOODS Of The UTMOST RELIABILITY



Every Article Guaranteed To Give Your Customers Perfect Satisfaction

Replenish your steam goods stock with these high quality goods—our cast iron guarantee and reputation are your protection. Every article that we offer to the trade is thoroughly reliable and efficient, and have a record of splendid service behind them.

Sell our lines and the buyers will remember you when they require any other supplies—they will give you many re-orders and will be the means of procuring more business for you by telling their friends that Mr. So-and-So has a stock of extremely serviceable steam goods.

Remember everything we sell is guaranteed.

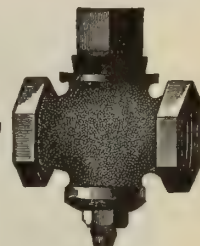
Write for illustrated catalog.



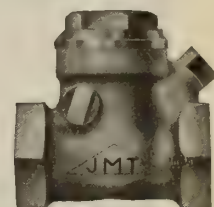
INSPIRATORS



GLOBE VALVES



STEAM COCKS



SWING CHECK VALVES



INJECTORS

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West, TORONTO

DOMINION PRIMERS

SURE

VERY SENSITIVE

QUICK



SURE

VERY SENSITIVE

QUICK

GOOD PRIMERS ARE ABSOLUTELY NECESSARY FOR GOOD RESULTS

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA



THE WAY TO SELL THIS MOST MODERN ARM IS TO LET IT TALK TO YOUR CUSTOMER ITSELF

Just let a man see and handle the Remington-UMC Pump Gun—feel its perfect hang—note its simple action—and he buys.

The gun itself is a far better salesman than you or we can be with spoken or written word. It's eye knowledge—the actual handling of the arm that really makes the sale.

Your customer can see for himself how the bottom ejection throws empty shells downward—how smoke and gases must go the same way, too, insuring uninterrupted sight—how three safety devices prevent accidental discharge—how simple the take-down; in fact, what a wonderfully easy acting, comfortable gun it is to shoot.

Every Pump Gun you sell means increased business in ammunition sales for you. Don't risk the loss of a sale through not being able to demonstrate the arm itself.

With this gun and "Arrow" Steel Lined Shells, J. R. Graham won the individual clay bird championship at the Olympic Games. Score, 96 ex 100.

Order one from your jobber to-day.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway

New York City

New Ideas Embodied in New Store

James Campbell, of Maisonneuve, Has Planned Store Along Original Lines—
Each Department Is Kept Quite Distinct—Plenty of Floor Space a Feature—
Mezzanine Floor at Rear Used for Office.

The advantages are not all with the man who has been in business for years. The young merchant has the special opportunities which come to the starter, and these are opportunities which must not be lightly estimated. Being a beginner carries with it the chance to begin right—and how much that means. It is only a few days ago that a man of twenty years' experience stated frankly that the men just starting in business can teach the old timers many things. "You see," stated this man, who is of that progressive type which grasps a hint wherever it is to be secured, "we have been showing these new merchants how to do things, and how not to do them. They have seen the faults of our stores—faults, many of which we knew but simply could not remedy. They, in establishing a business for themselves, have taken the best of our systems. They have avoided our mistakes. They are off

to a flying start, for it is not as easy to rectify mistakes in a going concern as it is to avoid them in a new concern—that is when one has the experience."

Some Valuable Suggestions.

James Campbell, of Maisonneuve—which as many know is a separate municipality entirely surrounded by Montreal—is one of the new men in the hardware field. He has had much experience, first in Scotland, and for the last ten years in Canada. Within the last few months he has started in business for himself, and in so doing has aimed to avoid the sins of commission and omission to which others have succumbed. Mr. Campbell freely admits that in guarding against certain mistakes which he noticed in the store operations of others, he has made some new mistakes himself. Nothing else was to be expected. But there can be no doubt that the James Campbell Hardware Company

presents many features which will be of value to others, as suggesting alterations they may make in their places of business to give added value to the floor and display space.

Departments All Distinct.

The store occupied is an exceedingly large one, and is favored with light from three sides. Even on the darkest day the corners are bright, and an ample use of electric lights secures the same results by night. Two large show windows at the front give a splendid opportunity for exterior display—an opportunity which is not overlooked.

The largeness of the store has made it possible to keep the various departments quite separate and distinct. The cutlery does not overlap into the shelf hardware—the sporting goods do not mix with the paint. There is a special section for everything. Moreover, there is ample floor room. What that will signify to a



Interior view of the store of the James Campbell Hardware Co., Montreal.

small army of men who are facing day by day the difficulty which an all too small floor area brings! This ample floor space is perhaps one of the Campbell Company's greatest assets. Another asset is the manner in which this floor space is employed.

One Side to Carry the Other.

There is a dividing line in this store—running from the front door to the stairs leading to the mezzanine story at the back. It is an imaginary line, but it divides the goods carried into two parts. At one side are the tools, the shelf hardware and the paint. At the other side the sporting goods, the household hardware and the china. Mr. Campbell expected, when he opened the store, that there would be a good demand for the household hardware and the sporting goods. That there would ultimately be a large business in the goods carried on the other side he knew, but he did doubt if this would come at once. He aimed to make the one side of the store carry the other. That is, he thought that the sales of household hardware would make up for any inactivity there might be on the other side. His idea was both right and wrong. The sales of the household and sporting lines were large enough to justify the confidence placed in them, but the sales on the other side of the store were larger than had been looked for at the start. The sales were so satisfactory, indeed, that this side did not need any carrying.

Use Made of Counters.

As the accompanying pictures will show a goodly number of silent salesmen are being used. Also the tools have been put behind glass, as have the sporting goods. This gives great neatness to the general store appearance, and is but another indication of the movement toward show cases in place of the old wooden counters.

However, in this store the counters have not been entirely abolished, though they are reduced to a minimum. In front of the wall whereon are kept the shelf goods a counter runs. But this is utilized, the front of it being partitioned off into small bins for nails, screws, etc. In the great majority of stores, where the under part of a counter is so used, the partitions, and the stock inside them, are not visible from the main floor of the store. The exact opposite is the case in this establishment. The partitions face out upon the store. They were made to do this on purpose, and with a purpose. Mr. Campbell maintains that nails and screws and similar lines, to sell to the best advantage, should be shown. Much space can not be given to them, but the bin space is sufficient if one does not have to look around a corner to see into the bins. Moreover, it was expected, and

events have justified the expectation, that with the bins placed in the front of the counters these bins would be kept perfectly neat. Nor is this all. In this store the clerks can not specialize. There are not enough of them to permit of one man selling builders' hardware exclusively, another shelf hardware, another sporting goods, another paint, etc. No, each clerk has to be prepared to go to any department, and as a result he is more often on the store floor than behind a counter. Thus the nails are more easily accessible.

Use Double Decker Tables.

Perhaps the great feature of this store, and one which is shown very well in the accompanying pictures—though the windows on three sides, which make the

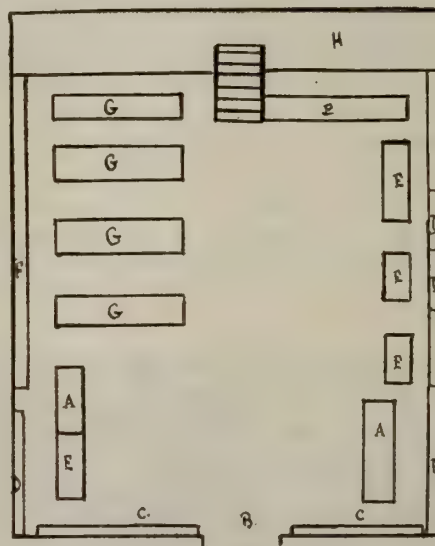
is now considering having made two more tables, to be placed at the other side of the store, occupying part of the space now given to stoves and washing machines. The room is so ample that a table or two would not mean the banishing of these lines, but merely their re-arrangement.

Back of Store Attractive.

The back of the store is well worth noticing. There is nothing disorderly about this, nor does the back seem remote. The goods displayed there are not sidetracked. At one side is the paint department—and a bright department it is. Behind this is a good sized store room in which the glass is kept.

On the other side, behind the last display table, is a good sized shipping room. All the goods to be delivered are placed there, and all goods received are there brought in. Parcels are not allowed to be piled up on the store floor.

Above this shipping room, and this store room, is a mezzanine story, running the full width of the store. At present this is not very largely used. One side Mr. Campbell has fitted up as his office, but the other side has so far been merely employed as a place to keep reserve stock. One or two lines secured which have not proved exceedingly good ones for the locality, and Mr. Campbell wants to wait a little before determining finally what he will place in this part of the store. He is thinking of making a china display. Also there is some thought of adding furniture to the lines carried, and of making a display of this in the easily accessible gallery—a gallery which lends itself particularly to display, for the reason that it is very apparent from every part of the store. However, as has been said, the decision as to what will be displayed in that section has not been reached yet. It is one of those cases where haste is being made slowly. Perhaps it is because each detail was thought out thus carefully that full advantage is being taken of the fine store.



Plan of ground floor—A, silent salesmen; B, main entrance; C, window spaces; D, glass wall cases; E, Counters; F, wall shelving; G, show tables; H, mezzanine floor.

store so bright, also make it hard to photograph—is the use made of double decker display tables. Four of these are placed in the household hardware department, and though these run out onto the floor, at right angles to the wall, the floor space is sufficient to enable customers to pass easily up and down from one table to the other.

At the present time china and kitchen ware and similar lines are given this place of prominence. The intention, however, is to make frequent changes in the lines shown on these tables. For the Christmas season two or more tables are to be given up to metal toys, as it is felt these will not only move readily, but will draw people to the store, who once in will likely make other purchases. So successful, indeed, has been this means of displaying goods, that Mr. Campbell

GREAT HARVESTS.

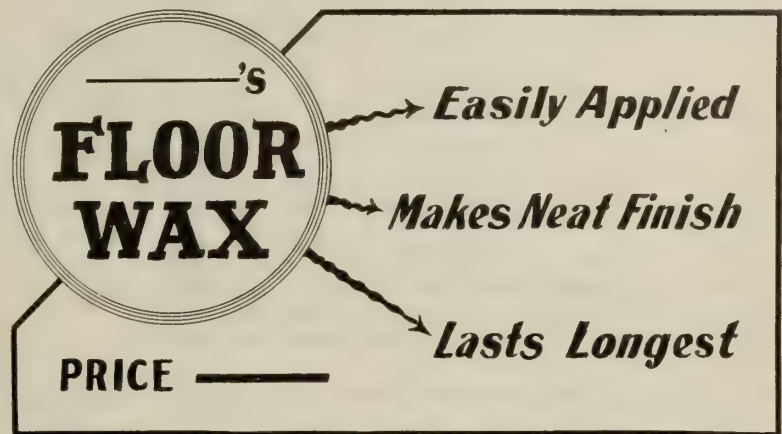
The aggregate harvests that will finally be reaped in the United States this year will be the most remarkable the country has ever seen. There has never been another year like it in the vastness of all the crops, in the uniformly wonderful size not only of one or two staples but of the whole list of productions, great and small, and in the marvellous way in which from month to month the crops have increased in proportions beyond expectations and predictions for them from the month previous.—*Hardware Reporter.*

Helping Sale of Interior Paint Specialties

Suggestions for Show Cards Featuring Floor Wax, Flat Oil Paints and Brushes
—All Are Strictly Seasonable Lines at the Present Time—The Most Effective Arguments in Each Line.

This is the season of the year when the necessity for interior decoration of the home manifests itself. A great many families have moved this fall; and moving always entails a certain amount of work in connection with the painting of floors, staining of furniture, etc. There is always a heavy demand in the fall for floor paint, floor wax, stains, varnishes, polishes, brushes and the many other lines which are needed for this class of work. The present, then, is a good time to feature these lines.

Suggestion No. 1 is for a card to go with floor wax—an article very much in demand. This arrangement is rather more difficult than the average show card but the work involved is not as hard as a first glance would indicate. After the circle has been drawn by means of a compass with ruling pen attachment, the rest is comparatively easy. The letter-



Suggestion No. 1—A card which presents strong arguments.

There is an ever increasing demand for flat oil paints for interior decoration. It is not our intention to enter into a lengthy dissertation on the score of the

paints, featuring them in every possible way. Suggestion No. 2 presents the strongest argument that can be adduced—flat oil paints beautify the home. This card would be effective either for window display or for use in the store.

Suggestion No. 3 is for use with a display of paint brushes. The workmanship called for on this card is neither intricate nor difficult. The lettering is in a simple style and can be followed easily. Be sure and run the arrow to the bottom of the card and have it pointing directly at the stock of brushes.

A good brush makes painting easy. It is a common practice for people to attempt to apply paint and varnish with an ossified stump which was once a brush but which has become hardened with old age and accumulated dust. The results are far from satisfactory. Not only is it hard to apply the substance but the surface, when finished, is streaky and rough. Forgetfulness or indifference are

(Concluded on page 46.)



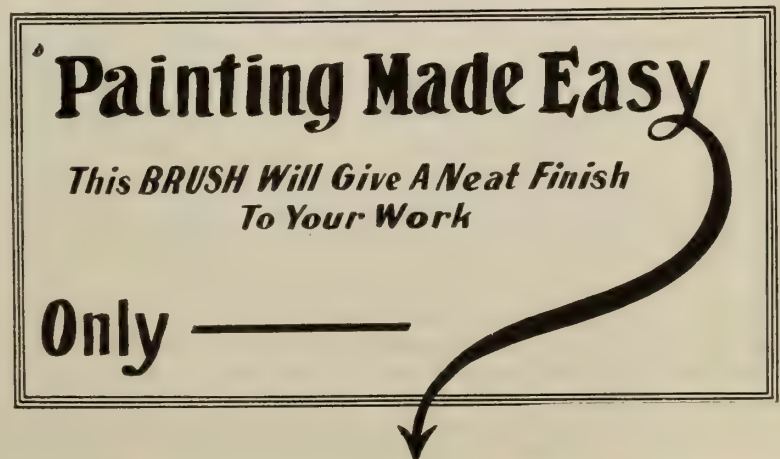
Suggestion No. 2—An effective card, but more difficult of execution.

ing within the circle is in a bold style which is easily followed.

The suggested card presents for distinct arguments, the last but not least being the price, space for which has been left at the rear left corner of the card. In urging the sale of floor wax, three points at once suggest themselves—ease of application, appearance when finished and durability. These are the three points which the customer has in view and, if he can be satisfied that the article offered will meet the requirements under all three heads, he makes the purchase at once. The card before us makes "a strong case."

Suggestion No. 2 is a fairly difficult one to follow. The script lettering is harder than printing and great care must be shown in the execution. However, where the card writer puts plenty of time to his work, splendid results can be achieved by script.

sanitary and artistic advantages. It is sufficient that the demand is large—and becoming constantly larger. It is advisable, therefore, to push the sale of these



Suggestion No. 3—A big help in the sale of brushes.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto - - 143-149 University Avenue. Phone Main 7324.
 Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C. - - H. Hodgson, 18 Hartney Chambers.
 London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
 Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE UPWARD TREND IN PRICES.

There have been substantial advances in hardware prices since the first of the year. Further advances in many lines are pending. In fact, there has been a distinct upward trend on the market. It is not at all difficult to trace this back, the underlying cause being the scarcity and high price of metals.

There has been a still more marked and more general advance in hardware lines in the United States. A contemporary gives a comprehensive review of the changes which have been brought about since December 1, 1911, using as their basis the prices charged by the manufacturer to the jobber. The ratio of advance is the same on prices charged by the jobber to the retailer. This list is astounding in some respects. It is shown that in builders' hardware, the average advance has been about 10 per cent., due to an increase of about 10 per cent. on brass and bronze around May 1 and a corresponding increase on iron and steel goods about September 1. Practically the same remarks apply to household tinware as far as general prices go. The list prices since December last have been advanced about 10 per cent. on the retinned ware, besides an advance in the discount of about 10 per cent.

In the list which our contemporary shows, the highest advance is in rope. Prices are reported to have gone up all the way from 4 per cent. to 85 per cent. Copper rivets and burrs have gone up 46 per cent. and the same increase is shown on scythes based on No. 1 grass. Single bit axes, first quality standard, are listed at an advance of 43 per cent.; and so on.

It is quite apparent that the prices on the American market have been advancing much faster than on the Canadian. It is predicted, however, that the end of the high price era is not yet in sight over the border. Some lines have not yet been advanced to any material extent, which might have been expected to go up in sympathy with the advance in other lines. Moreover, it is possible that further advances will be made all along the line, for it is believed that the general market will in the near future carry along with it advances on kindred lines which have not yet commenced to move up.

While conditions are not absolutely identical in the two countries, the present condition of the American market presents much food for thought.

A CHANCE FOR A SAVING.

An Eastern dealer stated some time ago that he saved over \$100 by securing rope before it advanced. Since then one or two further advances have been struck, which of course makes the man's real profits larger. It also means that others have had an opportunity to make a saving.

Nor is the end yet. Rope has just been advanced about one cent a pound, but from news received from the Philippines it seems exceedingly likely that still another advance will be struck. The proper class of fibre has been scarce. Now a cyclone has struck the country, doing great damage. Almost certainly the inadequate fibre will be rendered more inadequate. There can be little doubt this will mean still higher rope.



A STRONG SELLING POINT.

A correspondent in this issue, dealing with the present stove situation, makes a very valuable point, to wit, that the high price of coal should help dealers in making stove sales.

The point is well taken. It is obvious that a stove which, through old age or defective parts, is a heavy consumer, is likely to prove a serious drag during a period of high coal prices. With coal at \$8 a ton—and the price will probably go higher than that before the winter is over—a man who owns a stove which burns a ton more than a new and modern stove would burn, finds the retention of the old stove an "expensive economy," as our correspondent aptly puts it. The eight dollars that a new stove would save on fuel would go a long way toward paying the purchase price.

At first glance, it may seem that the advance in coal is likely to retard the sale of stoves by creating a pretty general retrenchment. In reality, however, it can be used as an effective argument in creating sales. By pointing out that a saving in fuel is a tangible advantage which should not be lost through false economy, the dealer can very materially strengthen his case with prospective stove purchasers.



A HELPFUL SERIES.

During the past few weeks, Hardware and Metal has been running a series of suggestions for show and price cards. They are designed by practical men for present use in the hardware store. Every effort is being exerted to make them both seasonable and effective. They are designed along comparatively simple lines and could be followed without difficulty by a card writer with some experience in lettering. Even to the beginner, they would not present any great difficulty.

It would be advisable for all interested in card writing and window trimming to either keep the issues of the paper in which these suggestions appear or to tear out the pages and keep them on file. The suggestions will be found of value for future reference, even if not drawn upon for present use.



THE FLAXSEED CROP.

It seems reasonably assured that the world's flaxseed crop will be large this year, but the element of doubt has not been entirely eliminated. Reports regarding the Argentine crop vary widely and official figures are being awaited with considerable interest. While latest estimates are favorable the fact remains that in Europe forward sellers are displaying caution.

It is interesting to note from Robert A. Bird & Co.'s weekly report that, although the Argentine shipments last week were 73,000 qrs as against 64,000 qrs for the same week last year, the visible supply at Argentine ports is only 5,000 tons, whereas last year there were 11,000 tons. Indian and Russian shipments were smaller last week than during the same week last year.



POINTED EDITORIALS.

Just sixty more days to Christmas!

* * *

A certain class of students are getting more like suffragettes every day.

* * *

Special effort is needed to promote Christmas trade. It might be added, early special effort.

* * *

The time has come to feature horse blankets, mitts, lanterns and other "cold weather" goods.

* * *

Keep the show card suggestions which are appearing in Hardware and Metal on file for future reference.

* * *

As the result of too boisterous celebrations students in all parts of the continent are at variance with the police.

* * *

The convention of American hardware manufacturers and jobbers at Atlantic City this week promises to be a memorable one.

* * *

Metals on the primary market are rising again. Excelsior seems the cry.

* * *

There are three qualifications necessary for success in the retail business—capital, brains and honesty. And the greatest of these is honesty.

* * *

Price cutting in a time of prosperity is an unnecessary step to acquire a class of business which is not, after all, exactly desirable. And it is just about as bad at any other time.

* * *

The American presidential elections are drawing to a close without any evidence yet of the campaign having had a detrimental effect on business. Another bogey banished.

* * *

A Frenchman has invented unbreakable glass. Where will the next generation's supply of baseball pitchers come from when they keep eliminating the sources of practice of the young fry?

* * *

Scrutinize closely all sales made on credit at the present time. If a man cannot pay cash for his requirements now, is it to be expected that he will be in better position during the winter months?

* * *

The arrangement of store space is a problem of very vital interest to every hardwareman. How to display all lines, and display them well, in space which is generally limited, is the problem which most dealers have to solve. The two articles on the subject, appearing in this issue, will be read with considerable interest, therefore.

Evolution of Advertising

THAT there is nothing new under the sun is a trite but partially true old saying. It is not possible to point to any time, for instance, when advertising first came into existence. Advertising is not a new development of modern times. To advertise is an instinct which must have existed even in primeval times and it does not require any great stretch of imagination to conjure up the picture of a skin-clad ancestor industriously spreading the news of the high merits of a new dinosaur trap.

But there has undoubtedly been a wonderful development of advertising ideas and ethics. Advertising has become a most important factor in the conduct of a retail business. Probably the first evidence of a tendency on the part of merchants to advertise their wares was shown when the Londoners posted their apprentices at their store fronts to loudly proclaim the excellence of the stock within. Readers of Sir Walter Scott's "Fortunes of Nigel" will remember how the two boys of Ramsay, the watchmaker and goldsmith, continually importuned passersby with their cry of "What d'you lack?" This method was not peculiarly effective, however, for the apprentices were prone to interlard their advertising appeals with rude jibes and repartees at the expense of the passing public; so that their pleasantries probably drove away more customers than their "spieling" attracted to the store.

With the advent of the newspaper, advertising took on a new form and it has grown in direct ratio with the development in the scope and potency of the daily press. No doubt, the merchant of a century ago got results from the few line appeals which then constituted a newspaper advertisement. It is not possible, however, after studying modern methods, to avoid a feeling almost of amusement in studying the "copy" that passed in the days when newspaper advertising was in the swaddling clothes stage. The other day the writer was looking over the file of a paper which dates back half a century and in turning over these musty records found the advertisement of a hardware merchant, which read:

"Brown & Robinson have a full stock of hardware. Opposite Smith & Co."

Smith & Co., by the way, were also in the hardware business. Quite a nice point could be raised as to which firm would be likely to benefit most from this ingenious advertisement. Certainly there has been a wonderful improvement in the form of advertising copy but it must be confessed that the improvement is not by any means universal. It is still possible to pick up newspapers and find ads. which apparently have not been changed for months and which, as a result, have become ridiculously unseasonable. It is not at all certain that the hardware firm of a half century ago, who paid money to advertise the opposition, were any more at fault than the dealer who is still advertising lawn hose and garden rakes and thus paying money to advertise his own incompetence.

Retail advertising has developed in many ways. It has become both a science and an art. The hardwareman advertises through his store windows, the quality of the goods he carries and the service he gives, as well as through the columns of the daily press. Still advertising is, more or less, in its infancy yet. The future will undoubtedly see still greater development.

Construction and Operation of Modern Store

A. J. Wright, of Hamilton, Explains How He Planned the Lay-Out of His New Store—Basement Makes a Model Stock Room—Believes in Advertising—Doubled Paint Sales by One Stroke—One Price for Everything.

IN last week's issue two exterior views of the hardware store of Alf. J. Wright, of Hamilton, Ontario, were shown. We are pleased to be able to present further information with reference to the business premises and methods of Mr. Wright, who has a well deserved reputation for progressive retailing. He was born in 1871 and his business experience began at the age of 16 years. He managed a stove business for his father for 12 years very successfully. For three and a half years, Mr. Wright was in Victoria, B.C. Returning to Hamilton in 1906, he started in business on his own account. Although a very busy man, he has been elected to the Hamilton City Council for three years in succession. He took a leading part in the fight for Hydro-Electric Power in the Ambitious City and is now a big user.—Editor.

Written for Hardware and Metal by
Alf. J. Wright, Hamilton.

SIX years ago I purchased the site on which my new hardware store, known as Wright's hardware, now stands. When I secured the property it was occupied by a large cottage. This I added to and altered extensively, making a store with a dwelling at the rear, the total cost being \$3,000. Business has since increased to such an extent that I found it necessary to put up a new structure. The present store was completed September 1st at a cost of \$9,000.

The building is of brick and stone with a frontage of 25 feet and a depth of 80 feet. The yard is 30 feet and there is a 10-foot alley leading to the adjacent side street, which we use for receiving and delivering goods. We have an oil house in the rear yard 10x20x9 feet which is used for the storage of oils, bulk varnishes, etc.

A Practical Basement.

The basement was designed with a view to getting the fullest possible use of it. We use it for storing a great variety of goods as the accompanying plan shows. It is full size, 25 by 80 feet with a height of 7½ feet. The floor is cemented. At the rear is a coal bin, 9x20 feet, constructed of brick to render it dust proof.

A Plank Chute.

At the rear of the basement is a large area which is used for the reception of goods via a plank chute. This has proven itself a great labor saving device. All heavy goods are received and delivered in this way.

As will be noted, all the obstructions in the basement—toilet, stairs, boiler, coal bin, etc.—are placed on the south side. Thus the north side is left clear for the storing of stock and we are able to use the space to the best possible advantage.

The basement is well lighted and the walls are kept white.

Description of Store.

The front of the store is of buff brick with cut stone trimmings. The wood

work is painted grey. The store has a 9-foot entrance and there are show windows on each side.

On the south side of the store is a private entrance, leading to the apartments over the store. There are two suites of apartments.

I have an electric sign on the front. It is in the form of a padlock, 4x6 feet and is equipped with 50 electric lights. At night, this sign certainly makes a splendid showing.

Ground Floor Plan.

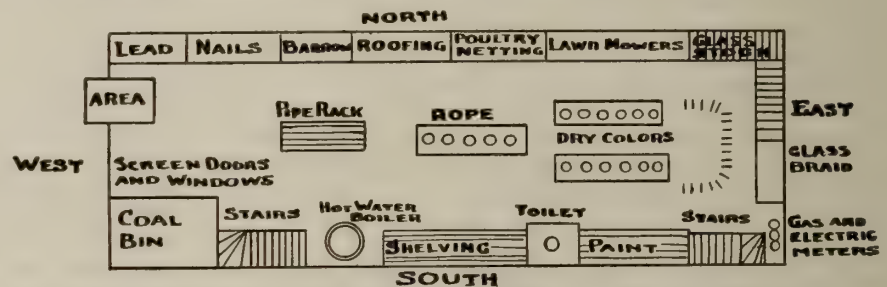
On entering the store, there is a 30-foot counter running along the north side. Nail bins extend along 30 feet of

line for the use of the customers of the store.

The office is enclosed at the south side. It is 8x10 feet and is semi-private.

At the very rear is a 10-foot counter for varnishes, enamels, wall colors, colors in oil, etc., and behind this counter is more shelving. In the rear south-west corner, we keep pipe fittings, brass goods, machine bolts and similar heavy lines.

At the rear are large double doors. Tool racks extend across the rear end of the store, carrying rakes, shovels, forks, etc.



A plan of the basement under the store of A. J. Wright, Hamilton. It makes a model stock room.

this counter, space being left between the counter top and the bins to receive tools, etc. Behind the counter is found shelving with boxes and open shelves, the whole extending 65 feet. Carriage bolt bins occupy the space at the rear end of the shelving.

A silent salesman is placed immediately at the front of the store on the south side. Eight feet behind it is a wall cabinet for cutlery, silverware, etc. Next to this is the stairway to the basement. After the stairs is a paint counter 18 feet long and the wall space behind this counter is stocked with ready mixed paint. A silent salesman is used for the display of brushes.

For Customers' Convenience.

On the south side also is a space for the convenience of customers. There is a wash basin with hot and cold water, towels, etc. There is also a telephone

Centre of Store.

There is an open space in the centre 30 feet from the door, which is reserved for the display of seasonable goods, such as lawn mowers, screen wire cloth rack, hose, washing machines, etc. The balance of the centre space is taken up with display tables, carrying enamelware, copper, tinware, woodenware.

The store has a metallic ceiling and is finished in flat white, which we have found very effective.

We have made a special effort to have the store well-lighted. There are 6 75 Watts lamp in the windows, 3 on each, one 75 Watts lamps in the entrance, eight 100 Watts lamps in the store and, as already mentioned, 50 lights in the sign over the door.

The store is heated by hot water. Traveling ladders are now being installed.

Believe in Advertising.

I am a firm believer in the benefits to be derived from advertising. I do most of my advertising by circularizing the neighborhood but I also use the newspapers occasionally. Giving out color cards and samples is another feature which might be classed as advertising. I do this regularly and systematically and have found that such distribution is a great help. In addition to this, I make it a point to talk personally to customers on lines likely to interest them. When you understand the likely needs of the people who visit your store, you can get them interested in many articles which they would probably not have thought of buying by themselves. This might be termed "personal contact advertising."

Service Policy.

"Service" is the greatest factor in the retail business to-day. I have always striven to so mould my policy that it will create general satisfaction among those who deal at my store. I return the money where customers are not satisfied. I make it a point to send anywhere for goods which cannot be procured locally—and to get the article as fast as transportation limitations permit. By doing this, friends and steady customers are made.

I have a rule against cutting a price or meeting a price which is not legitimate. I have one price for everything in the store. It is marked plainly on

each article—in figures, not in code. Goods marked in this way, help to sell themselves.

Window Display.

We change the window displays every week. In preparing the trims, we aim to make them seasonable above all else.

Doubled Paint Sales.

Reverting back to the question of advertising, I might relate an instant in connection with the building of the store. We painted the building inside and out from cellar to roof with the make of paint that we handle. While the work was in progress, we had a large sign in the front of the building to the effect that this make of paint only was being used on the building. Our paint sales increased during that month 200 per cent. over the corresponding month of last year.

Temporary Arrangements.

It is a difficult matter to carry on business while your business premises are being rebuilt or renovated. We managed it by leasing a store in the same block for six months. We moved the stock there while the new store was being built and did not stop business for one hour. In fact we showed an increase every month over the same month of the previous year.

Finally, let me state that Hardware and Metal has made money for me on many occasions.

A Time to Stock.

But whatever the harm done, as measured in dollars and cents, it seems quite evident that the hemp supply has suffered. That means that good fibre—scarce enough before—will be scarcer now. It may mean an advance in the raw material which will make another advance in rope necessary. The possibilities of such an advance are quite strong.

Under the circumstances this would appear a time when it is wise to watch the rope market. Dealers who have a large sale of this line would do well to see that their stock is satisfactory. They are not likely to get rope any cheaper for some little time, and, as stated above, there are some good reasons for expecting a further advance.

WANT PROTECTION.

Ottawa, Oct. 23.—The demand of the iron and steel manufacturing interests for increased tariff protection is being renewed. An influential deputation of iron and steel representatives will wait on the Government on Friday next to again urge a tariff change in their favor as a compensation for the complete stopping of the bounties last year.

VISIT OF ENGLISH TRAVELER.

Fred Deeley, of Birmingham, Eng., is at present in Canada on a business trip during which he will visit all the important centres from ocean to ocean.

Mr. Deeley is representing the Birmingham Small Arms Co., and a few firms manufacturing cycle and motor accessories. He is carrying samples of cycles, rifles, motor cycles, and other lines.

To Hardware and Metal, Mr. Deeley stated that he found the Canadian trade very much interested in the B.S.A. air rifle, which is especially adapted for range shooting.

UNBREAKABLE GLASS.

The desirability of preventing the flying about of broken glass has long been recognized, for the trouble due to the actual breakage is usually small compared with that caused by the sharp fragments. Wire-glass, now widely used, solves the problem, but this can not be employed where complete transparency is desired. In the "triplex" glass, recently devised in France, we have, it is claimed, a perfectly transparent sheet or plate, having all the characteristics of ordinary glass except that when broken the pieces do not fly; it may be cracked, but can not be smashed to bits.

Cyclone in The Philippines Threatens Higher Rope Prices

Rope, which has been demanding a good deal of attention of late, forces its way into the spotlight once more by reason of an advance in prices. More interest still is lent to the situation through conditions which have just arisen, and which may well make another advance necessary.

The general advance of approximately one cent a pound, struck late last week, is the result of the great fundamental principal of supply and demand. The call for rope has been large all fall, and is keeping up amazingly well. The supply of the raw material from which rope is made has been rather reduced, so that its price has naturally risen. Ergo, the rise in rope.

Fibre Exceedingly Scarce.

The present time sees not only Canada and the States but practically the whole world depleted of binder twine. Requirements were large, and owing to low prices all the mills were not in operation. Somehow the necessary supply was secured but there is very little reserve supply at the present time.

As a result, therefore, a great deal of binder twine will need to be produced between now and next harvest. This means a heavy drain on the fibre, and the right class of fibre is now exceedingly scarce.

This was the condition up to a few days ago, and a serious enough state of affairs it was. Now the position has been made worse, though how much worse is hard to say. A cyclone has swept the Philippines, and while it has not wrought the devastation that cyclones sometimes do, while lives have not been lost and towns razed to the ground, there has yet been great damage done, and the fibre crop has been harmed.

Damages Uncertain.

Accurate reports of the havoc done are not available. At first it was said that the damage would total \$25,000,000. That was a large sum, and one which has since been reduced to some \$10,000,000. It is even doubtful if those figures are not greatly exaggerated. Reports of damages usually are, even when there is no insurance to be secured.

Christmas is Time of Special Effort

Hardwaremen Must Adopt More Than Usually Aggressive Measures to Convince People of the Wisdom of Buying Useful and Durable Gifts—Circular Letter Sent Out by Watson Smith, of Shubenacadie, N.S.—Booklet Distributed by R. Chestnut & Sons.

Christmas is a time of special effort for the hardwareman. By Christmas is meant the six weeks or two months preceding the joyous festival day. The special effort is involved in preparing for and handling the Christmas trade. Most retail merchants experience the rush but it falls particularly heavy on the hardwareman who finds himself engaged in a field that is comparatively new. It is only of recent years that the hardware trade has begun to handle a large share of Christmas business. Now things are coming with a rush; the hardware store has become one of the first places that the Christmas shopper visits.

Methods which prevail the rest of the year have to "go by the board" when the Christmas season starts. The dealer who does not advertise finds that he must depend on printers' ink to a large extent to draw the Christmas shopper. He may pay little or no attention to window displays the rest of the year around but the windows have to be made attractive if a good holiday business is to be done. The peak load of retail activity is reached at this time of year. Everything is keyed up to the highest notch.

The reason is not hard to find. People spend more money at Christmas than at any other time of year and the competition as a result, is much more keen. Every dealer in the town is determined to catch a big share of the trade. Energy is exerted to the utmost, new ideas are eagerly sought and zealously exploited. The retailer who does not keep up with the race, soon finds himself sadly in the rear as far as business goes.

Vogue of Useful Gifts.

The hardwareman has one strong argument which he can use in meeting the competition of the jeweler, specialty and toy merchant. He sells articles which are eminently useful and undoubtedly durable. When a gift is purchased at the hardware store, it may be artistic and attractive in appearance but it will also be capable of being put to practical uses and it will outlast the unsubstantial fripperies which are so often bought at other stores.

The vogue of useful gifts has become very marked of late years. A man prefers a safety razor or a set of tools to a box of unsmokable cigars or an inflammatory tie. A casserole or a coffee

percolator will create more pleasure in the mind of a woman than a tawdry ornament or cheap piece of jewelery. And so the public sentiment has been turning more and more to the hardware store as the proper place for the purchase of gifts.

Encourage It.

The hardwareman has a big trump card to play, therefore—the encouragement of useful gift buying. He should make this the keynote of his campaign.

The importance of advertising becomes doubly apparent in the face of this fact. If the hardwareman is to foster the useful present vogue, he must clearly turn to advertising to accomplish his purpose. By talking it in his newspaper space and by making effective displays in store and window of the best

that his store has to show, he can convince enough people to make the effort well worth the time and expense involved.

It was stated at the outset that Christmas was a time of special effort and that's what it is in every sense of the word. The hardwareman must be prepared to get out of the rut, to leave routine behind for the time being and to do things which he does not do at



Reproduction of Christmas circular sent out by Watson Smith of Shubenacadie—In upper right hand corner is shown booklet issued last December by R. Chestnut & Sons.

other times. If he can evolve something new, if he can appeal to his public from a new angle, the Christmas trade and the fulness thereof will be his.

A number of hardwaremen have taken up the idea of sending out circulars or booklets, describing their stocks and outlining the reasons why shopping should be done at the hardware store. This has been found an effective method when backed by newspaper advertising and good displays.

A hardwareman to adopt this policy last year was Watson Smith, of Shubenacadie, N.S. Mr. Smith's store is so situated that many of his customers come from a distance. He was anxious to get in touch with them all and so adopted the expedient of sending out a letter. A copy of this circular is herewith reproduced.

Mr. Smith first urged the importance of early shopping, citing reasons both general and local why it would pay to make early selections of gifts. In order to induce customers to fill their requirements early, he had laid in his complete stock by December 1. This is a point well worth noting. If the dealer is anxious to have his customers shop well in advance, he must be equally in advance himself in the ordering and preparation of his stock. The fact that everything would be in shape by the first of the month was duly set forth in the letter.

Mr. Smith adopted other methods, one of which was the distribution of calendars. The net result was a very successful season's trade. What is more the early shopping hint was accepted by many customers, resulting in a relief of the congestion which generally comes during the last few days.

Sent Out Booklet.

R. C. Chestnut & Sons, Fredericton, N.B., distributed an illustrated booklet throughout the city last December, the object of which was to impress the wisdom of buying useful presents. The cover, which was printed in three colors, is herewith reproduced.

"Why not buy useful gifts?" the proposition was presented: "Why buy useless trinkets which soon go out of the receiver's memory. In the list which follows are presents useful and ornamental, which will be appreciated by everybody." The lists which followed were carefully classified under the headings, "Your father," "your mother," "your husband," etc.

Splendid results again followed the distribution of this booklet. R. Chestnut & Sons conducted a spirited newspaper advertising campaign as well.

Undoubtedly, special efforts during the Christmas season are found profitable.

New Carrying Rates May Affect Deliveries

If Proposed Measure Becomes Law the Cost of Carting Hardware and Other Goods Will Advance Fifty Per Cent.—Minimum Charge to be Changed Too—The Problem of Delivery is Thus Made More Difficult—Some Changes in System Which Have Been Considered, But Which Will Hardly be Adapted.

Another phase of the delivery problem has just been brought forcibly to the attention of manufacturers and wholesalers. It is a phase which is also of interest to retailers, for indirectly—and not so very remotely either—it affects them. Delivery is one of the most vexed of all problems of modern merchandizing, and any thing which tends to make delivery more difficult, or more costly, as does this last change, is one of great moment.

On the eleventh of November, according to the announcement, carrying rates are to be increased. In the past there has been a charge of 2c per cwt. to and from the railways, with a minimum charge of 15 cents. Now, if nothing interferes with the proposal, the rate is to be 3c. a cwt., with a minimum rate of 20 cents. See what this means. Not only does it make a 50 per cent. increase in carrying charges, but in some cases it makes the charge of taking goods to and from the freight sheds almost as much as carrying these goods from Toronto to Montreal or vice versa. Many times jobbers have to send hurry-up orders for some line. Perhaps there is only one line they want. It may weigh only a hundred or two—perhaps much less, but the charge has been 15c. at least. Now it is to be 20 cents, so that carrying the goods to and from the railways will cost 40 cents, while carrying them from Toronto to Montreal will cost but 45 cents. There seems something wrong.

Will Fight Measure.

The new state of affairs, or the proposed new state of affairs—for word has gone forth that it is to be opposed by a number of boards of trade—has caused a great deal of comment. It has, indeed, revived the consideration of this problem of deliveries.

Dealers may say, "this is a problem which does not closely interest us. Oh but it does. No matter who it is that pays this extra charge of the carrying companies, sooner or later this extra charge, in part, or in its entirety, will have to be borne by the price of the goods. Any thing which makes the delivery of his goods more difficult works against the retailer's interests.

Selling Ex-Warehouse.

In many cases the manufacturers pay the charge of putting goods upon the train. In other cases the jobber buys ex-warehouse. Then he pays for the carrying at both ends. Indeed he pays

for three handlings of the goods. From the factory to the railway, from the railway to the warehouse at the other end, from the warehouse to the retailer's store.

A step which has been considered, though only in a tentative way, is delivery by zones. That is to make delivery within certain bounds, in large cities, and charging for delivery beyond those bounds. There is something to be said for such an arrangement. Also there is a good deal to be said against it, and for the time at least no such arrangements are likely to be made.

Would Not be Equitable.

The point is that such a system would mean discrimination, and would mean discrimination, in a few cases, among men doing business practically in the same district. One man would carry on business on the street which formed the boundary line of the zone in which delivery was to be made. To him goods would be taken free. On the street beyond would be a man who would have to pay for his delivery. He would be at a disadvantage to the extent of the sum he had paid for that delivery.

It is not hard to see the injustice which such a procedure would mean; yet even as it is there exists some such injustice. One jobbing house—it is not a hardware concern—is delivering goods 15 miles outside of Montreal. At one town the delivery stops. Two hundred yards beyond is another town, the dealers of which have to pay for their deliveries. They have been put at just that disadvantage.

Influence Prices.

There is no effort here to give the answer to this problem. As yet the answer is not available. If it were business would be far more pleasant and profitable for a number of men. The problem is an exceedingly serious one, and retailers might well bear it in mind. They have grave delivery problems of their own, but these, and the troubles of getting the goods to them, are closely connected. Both have their influence on prices.

IT IS UP-TO-DATE.

Orono, Ont.

"Hardware and Metal is good enough for us and certainly it is up-to-date. From our first month in business, we have taken Hardware and Metal."

J. Henry & Son.

An Address on Extension of Credit

First Fall Meeting of Credit Men's Association Well Attended—An Address by Syracuse Man—Honesty, Capital and Ability the Three Points to be Considered in Giving Credit.

Toronto, Ont.—The large attendance at the first fall meeting of the Ontario division of the Canadian Credit Men's Association augurs well for the coming season. It was announced that a branch had been established at Vancouver, B.C., taking over the B.C. Credit Men's Association, thus completing a chain from the Atlantic to the Pacific. "The next step," stated A. G. Malcolm, the chairman, "will be the formation of a national association."

"Honesty, capital and ability are the three important and essential elements to be taken into consideration in extending credit." So said H. B. Buell, of Syracuse, N.Y., in his address on "Credit and Credit Granting." While his remarks were addressed to jobbers and manufacturers, they should also contain much of interest to the retail dealer.

Credit was defined as the capitalization of reputation. Honesty, capital and ability are the elements to be taken into consideration in extending it. Without a man is honest, credit is unsafe regardless of the other two. Too many men are trying to struggle along on too small a capital. With present strenuous competition, unless a man has sufficient capital to take advantage of all opportunities such as taking of all discounts, he has a hard row to hoe. And, last but by no means least; unless a man has ability for the proper use of his capital, although he is honest, he may prove no person to whom to extend credit.

Credit should be granted, he said on specific information, and not on surface conditions or intuition. A full and complete statement of financial condition, showing both live and dormant assets should be required. Fire insurance is important and it should be seen that customers are adequately protected in this regard. Inquiry should be made into the personal habits and integrity of the customer.

Sparks From the Credit Speech.

"Credit once impaired is hard to regain."

"Incompetency is largely the cause of failures."

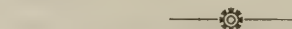
"The man who fails will generally find the trouble in himself."

"With two men of equal capital, one may succeed where the other may not."

"Insist that your debtor be sufficiently protected against loss by fire or refuse the credit."

"The man of good habits will make a more desirable customer than he who is not."

"Be decent to the under dog. He may be on top to-morrow. Help him to get there."



APPOINTED MONTREAL MANAGER

The Ontario Lantern & Lamp Co., Limited, Hamilton, Ontario, have appointed Charles J. Walker, manager of the company's Montreal branch, 30 St. Dizier St. Mr. Walker's experience in the hardware business dates back to 1897, when as a lad of fourteen years of age he worked around the city of Halifax for the well known Nova Scotia jobbers, James Simmonds & Co.

With seven years' experience to his credit, Mr. Walker headed for the West.



CHARLES J. WALKER.

In 1904 he located with Lewis Bros., Montreal.

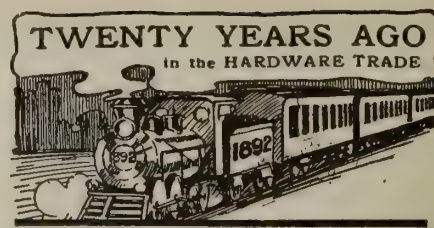
After occupying several minor positions in that company's employ, in 1907 he was selected to succeed J. M. Lynch as head buyer.

Mr. Walker has a host of friends in the hardware trade who will be glad to hear of his success.



MINNEAPOLIS GETS CONVENTION.

The twenty-sixth annual convention of the National Paint, Oil and Varnish Association will be held in Minneapolis in 1913; J. W. Daniels, president of the Archer-Daniels Linseed Oil Co., Minneapolis, was elected president of the organization and J. P. Coleman, Minneapolis manager of the Sherwin-Williams Co., was elected a member of the board of control.



The following items were taken from the issue of Hardware and Metal of October 29, 1892:

"One good result has flowed from the adoption and maintenance of a uniform price list by the cut nail manufacturers. That result is a great increase of trade between jobbers and retailers. When prices were a matter of caprice or of the exigencies of competition, a large proportion of the nail trade was lost to the wholesalers, as manufacturers seized every opportunity to do business directly with the retailers."

• • •

"The contracts for the new C.P.R. station at London, Ont., have not fallen to any London firms. Bennett and Wright, Toronto, are to do the gasfitting and plumbing."

Editor's note.—The firm of Bennett and Wright are still among the best known firms in sanitary and heating work in Toronto.

• • •

"The Chown and Cunningham Co., Kingston, intend putting a new lining to their furnace."

Editor's note.—The firm of Chown and Cunningham was succeeded by the James Smart Manufacturing Co., of Brockville.

• • •

"Supplementary letters patent have been issued increasing the capital stock of the Canadian General Electric Co. from \$1,000,000 to \$2,000,000."

• • •

"Mr. Hardy, of Toronto, the secretary of the various iron manufacturers' associations, was in Montreal Tuesday in connection with the meeting of the cut nail men."

Editor's note.—James Hardy is still secretary of a number of hardware associations, including the Canadian Wholesale Hardware Association. As a result of his long and active connection, no man is better known in the trade in Canada.

• • •

TRADE NOTES.

"Jas Robertson & Co.'s new shot tower is almost completed and will soon be in full working order."

"Sparks and Dixon, hardware merchants, Belmont, Man., have dissolved, F. F. Sparks continuing."

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 28 we show in perspective and detail, two styles of ventilators used in connection with skylights.

Fig. 1 shows a double pitch skylight having two tubular ventilators, and Fig. 2 shows a hip skylight having a ridge ventilator. Either of these styles can be used on any ventilator having a ridge.

The student has learned sufficient in the previous lessons to enable him to develop this pattern for this ventilator, with the exception of one part, viz., the transition piece F which will be taken up in the lesson on trangulation.

Fig. 3 shows a detail of the tubular ventilator, the arrows show the way the air passes up and out. This construc-

tion is such that an upward draught or suction is created no matter how the outside currents of air come in contact with the ventilator.

Fig. 4 shows how the different parts are fastened together, viz., by forming strips of band iron to lay against each different part and rivetting or bolting it to the different parts.

First detail a ventilator as shown by Fig. 3 less the transition piece and base. The neck "A" and weather band "D" are simply straight pieces of pipe.

The flares "C" are developed as frustums of a cone.

The cone top "B" is developed by the cone method.

Use 26 gauge iron on small ventilators of 12 in. diameter neck or less and 24 gauge in ventilators of 12 to 36 in. neck and heavier metal as the size increases.

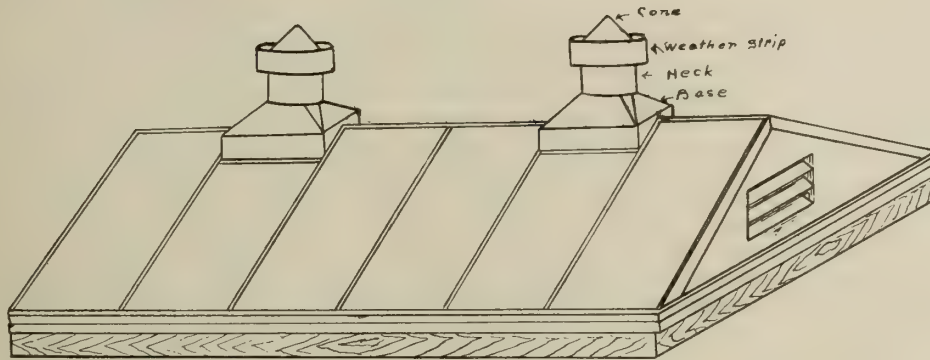
Fig. 5 shows a detail of the ridge ventilator.

The openings "A" are holes punched ed out for the passage of the air.

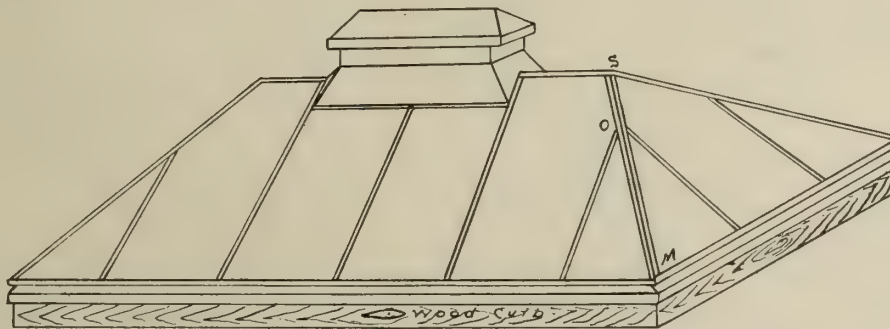
The ventilator does not necessarily have to be formed to this shape as the idea is merely to form an ornamental shape in such a manner that the part where the holes are in shall be protected from the weather as much as possible.

To be continued in next issue.

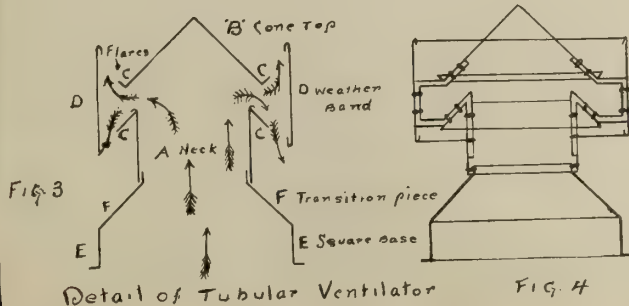
28



DOUBLE-PITCH SKYLIGHT WITH TUBULAR VENTILATOR
FIG. 1



HIPPED SKYLIGHT WITH RIDGE VENT.
FIG. 2



Detail of Tubular Ventilator

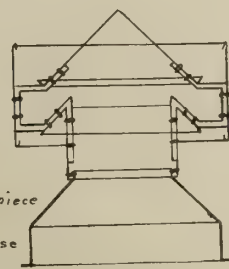
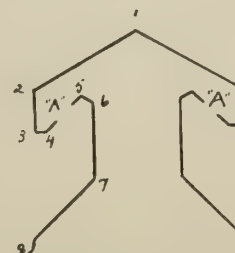


FIG. 4



Detail of Ridge Ventilator
FIG. 5

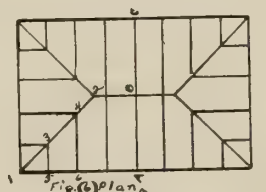


Fig. 6) Plan
A
Fig. 6) See online A-B-C
Common Bars

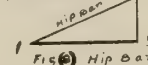


Fig. 7) Hip Bar

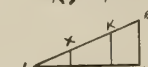


Fig. 8) Jack Bars

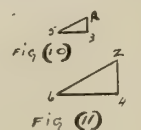


Fig. 9)

Catalogues and Booklets

Saw Vises and Sets.

E. C. Stearns & Co., of Syracuse, N.Y., have put out their catalogue of hardware for 1913. The book is attractively gotten up and gives illustrations and prices of a great variety of saw vises and sets; mitre boxes; plane, butt and marking gauges; spoke shaves; hollow augers; clamps of all kinds; gates; bone cutters; lawn mowers; cement workers' tools, and many other lines.

Machine Shop Tools.

The Armstrong Bros. Tool Co., of Chicago, Ill., have issued in attractive form an illustrated catalogue and price list of machine shop tools. It gives cuts of a great variety of tool holders for turning, boring, threading, knurling, cutting off, planing, slotting and drilling metals, also a full line of ratchet drills, drop forged wrenches and many other machine shop specialties.

Use of Explosives.

Canadian Explosives, Limited, Montreal, have issued a book for the farmer on the use of explosives. It tells how to clear land of stumps, trees or boulders; dig ditches; grade roads; excavate cellars and foundation trenches; dig holes for poles and posts; break up hardpan or other hard soil; plant and cultivate fruit trees; start log jams and ice gorges; all with stumping powders. It contains much practical information and descriptions of interest. The book is well illustrated from first to last.

Maymore Hardware.

May & Padmore, Birmingham, England, have issued a new catalogue for the Canadian trade. It shows a wide range of builders' hardware suitable for the trade in this country. In fact, practically all illustrations in this handsome catalogue were made up especially for Canada. It is understood that this is the first catalogue to be issued by any British house purely for Canadian business and as such it is indicative of the widely growing interest manifested by British manufacturers in this market.

The catalogue is very creditably printed and contains much useful information.

SELLING COLD WEATHER GOODS.

Gladstone, Man.—W. H. Squair & Son, who have adopted the slogan, "If it's from Squair's, it's good," are adver-

tising cold weather goods in large space in the local newspapers. Among the lines advertised are: coal and wood heaters, ranges, coal hods, ash sifters, stove boards, hand-made pipes, axes, buck saws, lanterns, oil heaters, stove pipe enamel, coal oil, library lamps.



WANT ILLUMINATED SIGNS.

Prince Albert, Sask.—That the rate for electric current used for illuminating electric advertising signs be lowered is the request of the Retail Merchants' Association embodied in a letter read at council. The Council, however, passed the matter on to the city commissioners and the electric light committee.

Later on in the meeting another matter was brought to the attention of the council by the same association. This

HEATING APPARATUS.

Montreal, Oct. 25.—A general advance in heating apparatus has been struck, due to the advance in iron and other metals. The discount on hot water boilers is now quoted at 45 and 15 per cent. instead of 47 and 15. Hot water radiators are quoted at 42 and 15 per cent. in place of 45 and 15; steam radiators are listed at 44 and 15; instead of 46 and 15; while the new quotation on wall radiators is 37 and 15, in place of the former 40 and 15 per cent.

was the question of copies of the by-laws. The members of the association are desirous of procuring copies of the by-laws both for personal guidance and in order to know whether there are any infringements of those particular by-laws which relate to their business interests.



DID HE MAKE A PROFIT?

Editor, Hardware and Metal:

Dear Sir:—

A short time ago I put on a special sale of jackknives and cleaned out about three dozen at a profit of 5 cents apiece. This was barely sufficient to cover my overhead expense but I reckoned that I would not have sold those knives if I had not cut the price and that, therefore, it was just so much "extra business." The profit I made was a little "velvet" outside of my usual daily profits. Was I right?"

Hardwareman.

This question has often been debated and there are some who declare that "Hardwareman" would be justified in counting his profit as clear. In the opinion of the writer, this procedure is wrong on principle. A merchant's per-

centage of overhead expense is reckoned on his total turnover for each year; and the total turnover, of course, includes the revenue from all special sales. It is safe to assume that the percentage for cost of doing business must be applied on all sales, lacking which a loss is sustained.

Furthermore, the jackknives were sold to some who would have ultimately bought knives at the regular price. In selling a staple article in this way, the dealer must consider that he is, to some extent at least, using up the demand for that article. If no allowance is made for overhead expense, it means a loss, although that loss may not be apparent on the surface.—Editor.



Hardware Letter Box

Silk Bolting Cloth.

R. Chestnut & Son, Fredericton, N.B.—"Kindly advise me who sells silk bolting cloth for use in flour mills."

Wm. & J. G. Greey, 6 Church street, Toronto.—Editor.

Horse Muzzles.

Wells & Wells, Dresden, Ont.—"Who makes muzzles for horses when working in corn, etc.?"

Adams Bros., King and Frederick streets, Toronto, or almost any harness manufacturer.—Editor.

Kalamined Iron.

J. A. Brownlee, London, Ont.—"Kindly inform me where I can procure kalamined iron."

Roofers' Supply Co., foot of Bay St., Toronto; A. B. Ormsby, Ltd., Toronto.—Editor.

Allure Trolling Spoon.

F. A. Hoare, Barrie, Ont.—"Where can I secure the Allure Trolling Spoon?"

We understand this is not manufactured now.—Editor.



HELPING SALE OF INTERIOR PAINT SPECIALTIES.

(Concluded from page 37.)

the reasons why so many people attempt to apply first-class paint with a poor brush. It remains with the dealer to point out the necessity of having a good brush in order to do good work. The suggested card would go a long way toward removing the forgetfulness or indifference.

It will be noted that a space has been left for the price.

These three cards would probably take two hours or over in the preparation. The usual equipment of brushes or pens would serve to do the work.

Current News of Hardware Trade

Death of T. H. Waller.

Napanee, Ont.—The death occurred of T. H. Waller, dealer in stoves and tinware

Opening a New Branch.

Toronto, Ont.—The Tooze Hardware Co., have opened a new branch store at 842 Bloor street west.

Have Moved Offices.

Toronto, Ont.—Wood, Vallance & Co. have moved their offices from 94 Bay St. to 25 Front St., East.

To Erect Factory.

Windsor, Ont.—The Toledo Computing Scale Co. have purchased a factory site at a cost of \$10,000, and will erect a 4-story factory costing \$100,000, with flooring space of 73,000 square feet.

To Enlarge Factory.

Walkerville, Ont.—The American Auto Trimming Co. have purchased the premises occupied by the Anthony Wire Fence Co. and will enlarge their factory. The Anthony Wire Fence Co. may build a new factory in Walkerville or locate elsewhere.

Appointed Sales Manager.

Reg. F. Scott, of the Arcade Hardware store, Forest, Ont., has been appointed sales manager of the Forest Basket Co. This business has recently been reorganized and a large addition is being built to the factory. A good sized warehouse is also being erected.

Canada Copper Co.

Quebec, Oct. 19.—A company capitalized at half a million dollars under the name of the Canada Copper Company has just been incorporated under a provincial charter for the purpose of extracting copper in the Eastern Townships. The headquarters will be at Arthabaska.

Death of W. Lauriault.

Montreal.—Wilfrid Lauriault, proprietor of A. Coulliard, 239 St. Paul Street, passed away last week, and was laid at rest on Monday morning. Mr. Lauriault, who was 62 years of age, was long connected with the hardware trade in Montreal, and news of his death will be a shock to many. He is survived by his wife and one daughter.

Caught Burglar in Act.

Fort William, Ont.—Detecting a burglar in the act of looting the cash drawer in the R. S. Piper hardware Store, West Fort William, Alex. Marshall, police constable, observed that while the front door was locked the rear door was open ready for a hasty exit if an alarm was made from the front. Hastening to the rear exit he nabbed the burglar as he

was coming out, effecting an arrest single handed.

To Locate in Canada?

There is a report current among Toronto oil dealers that one of the largest manufacturers of linseed oil in the United States, Spencer, Kellogg & Co., of Buffalo, will shortly construct a mill on this side of the line. It is expected that the factory will be located at most probably Bridgeburg, so that the Buffalo works and the new Canadian factory may be under the same management. Practically all the raw material from which the oil is made—flax-seed—comes from the North-west by boat.

Hon. C. J. Doherty Spoke.

Montreal, Que.—The Quebec branch of the Canadian Creit Men's Association held a meeting in St. Lawrence Hall, Montreal on Thursday last when the Hon. C. J. Doherty, minister of justice, was the speaker. He expressed himself as in sympathy with a uniform insolvency law for the whole Dominion as advocated by the association and stated that if the association would present the nucleus of such a law he would give it his support. The Quebec branch of the association has now a membership of 140.

Burglars After Sporting Goods.

Toronto, Ont.—A dark lane and an unguarded aperture over the rear door of the premises at 343 Yonge Street, occupied by the National Sporting Goods Company and Percy McBride, motorcycle agent, proved too strong a temptation for some nifty thieves recently, who by dint of squeezing themselves through the narrow opening effected entrance into the store. Their subsequent success, however, was limited, for though they smashed the cash drawer and paid a visit to various show cases, they were frightened away before obtaining much booty.

Wagon Load Stolen.

Saskatoon. — The warehouse of the Ashdown Hardware Co., was entered by burglars at an early hour this morning and an entire wagon load of fine hardware specialties, including a large amount of guns and ammunition was removed. Entrance to the building was gained by a rear window and from evidence left behind, it is believed that several men were engaged on the job. The robbers took a large amount of fine cut glass ware including a large amount of costly cutlery. But the loss cannot be ascertained till the entire stock is counted up. It is known that the loss will reach several hundred dollars.

Business Changes.

Edam, Man.—F. J. Clark, hardware dealer, has sold out to G. F. Carter.

Winnipeg, Man.—B. Petursson, hardware and grocery dealer, has sold his grocery department to W. Petursson.

Swift Current, Sask.—H. R. Sims, tin-smith, is reported to be going out of business.

Innisfail, Alta.—Snyder & Nelson, hardware and implement dealers have been succeeded by Snyder & Underwood.

Bradwardine, Man.—A. E. Martin of this place, and C. E. Fryer, of Rose-town, Sask., are opening a hardware and general merchandise store at a new townsite about 25 miles south of Rose-town. They will do business under the firm name of Martin & Fryer.

Kingsville, Ont.—H. R. Scratch, who has been in the hardware business for many years, has sold out to McDonald & Dobbyn. Mr. McDonald has been with the Richardson Co., of Essex, while Mr. Dobbyn is traveller for the Howden Hardware Co. Mr. Scratch will go into the garage business in Detroit.

Personal Notes.

A. C. Tremble, of Sorel, spent several days in Montreal this week.

A. L. Dawe, manager of Edward Lloyd, Limited, Montreal, is in New York on business.

W. J. Doyle of John Lewis & Co., Belleville, spent the latter part of last week in Toronto.

Bert Brainerd of the Dominion Cart-ridge Co., Montreal, has returned from a business trip to Europe.

Mr. Henderson, of Brandram-Henderson, Limited, was in Toronto last Monday on his way to Winnipeg.

Mr. Dyde, manager of the wholesale hardware department of the Hudson Bay Co., was in Toronto last week.

Among recent visitors in Toronto were W. F. McKinley, of Parry Sound, Wm. Ough of Orillia and Chas. Sargeant of Claremont.

Walter H. Cottingham, President of The Sherwin-Williams Company, of Canada, is in Montreal, and will preside at a banquet to be given by the officers of the company on Friday night.

SOLD ALUMINUM WARE.

Toronto, Ont.—During the past week there has been a display of aluminum ware in the window of the Tooze Hardware store, Roncevalles Avenue. Since the display was put in, quite a number of aluminum articles have been disposed of.

Weekly Market Report --- Metals

METALS IN BRIEF.

There have been many changes in prices during the past week, mostly in an upward direction. The lines to advance were:

Black sheets.
Charcoal tin boiler plates.
Tinned sheets.
All bright Canada plates.
Antimony.

Lead has been the single exception, prices for this metal being easier.

MONTREAL.

Montreal, Oct. 24.—There has been genuine activity to the metal market this week, both at home and abroad. In spite of what might have been considered unfavorable conditions a bull movement was noted. Locally there have been a number of price changes, and the volume of business done has been all that could be desired. Fortunately supplies are generally good, with the possible exception of sheets. Orders, therefore, have been filled promptly.

Lead has been the one metal to be reduced—the others have either stood firm or have advanced. Antimony, for a long time stationary, has moved upward. Black sheets, too, took a 20c. advance as did some makes of Canada plates. In galvanized sheets also there has been noted an advance.

Tin Is Higher Now.

Copper.—The London market strengthened at the first of the week, and is strong now, though since the opening on Monday there have come some fluctuations. Here there is no great movement, the local market being a pawn in the game. Supplies are fair and prices as quoted by the handlers are unchanged.

Tin.—A £3 advance in London, taking the market above the £230 level again, startled the metal men on Monday. It was said that a lot of East India buying was bringing about the high prices. Such, however, proved not to be the case. The upward movement seems to have been a bull campaign, started by the powers that be. Later in the week reverses set in, but yet the price is higher than for some three weeks.

Locally no changes have been made.

Substantial Rise in Antimony.

Antimony.—Another advance took this metal to a price more than £1 in advance of that asked at this time last year. The

result has been an advance locally—one which has long been expected but long delayed. Present prices are \$10.50 and \$11.00, in place of \$8.50 and \$10.50. The demand is steady. There is seldom a rush for this metal, as the requirements for it are limited.

Iron.—The continued high prices asked for the pig have rendered necessary some further changes in the products. All of these changes have been expected and predicted.

Sheets Go Up.

Black sheets generally have been advanced 20c. a cwt., making the price for the 10 gauge \$2.70. All bright Canada plates, 52 sheets, have been advanced from \$2.90 to \$3.70. In galvanized sheets, corrugated, too there has been an advance of from 40 to 65 cents. The new prices are:

22 gauge, per square.....	\$6.75
24 gauge, per square.....	5.50
26 gauge, per square.....	4.25
28 gauge, per square.....	4.00

Lead Down 50 Cents.

Demand for all lines is heavy. Sheets are especially wanted.

Lead.—The fact that the United Metal Selling Co. has entered the market as sellers of lead in competition to the American Smelting and Refining Co. has had a weakening effect on the market. Prices on the primary market have dropped too, though whether or not this is due to the war scare is hard to say. Locally, reduction has been made in Trail and imported pig, these two lines now being quoted at \$6.25 in place of \$6.75.

Spelter.—This market, strong for a number of weeks, now shows a slight decline. Locally no change has been made.

TORONTO.

Toronto, Oct. 24.—Few price changes have been noted in metals this week. Prices, generally, are firm, with the exception of lead, which is slightly easier. It is not expected that there will be any great recession in this article.

All dealers recognize that this is a record season. Business is at high water mark. All records are being broken both in Europe and America. Demand locally is great, and orders have to be booked well in advance. Delivery for 1912, except for orders already booked, is almost impossible. If the demand keeps up, long periods of shortages will be necessary.

Tin.—Latest quotations still give 53 as the price on tin. A general steadiness is noted in the markets. Demand continues good. Charcoal tin boiler plates have advanced 50 cents, being now quoted at \$7.50. Tinned sheets also show an advance of 65 cents, which brings present figures up to \$8.00 and \$8.50.

Iron.—A firmness in tone of the iron market still exists this week. Demand continues good and supplies scarce, so that at the present there is nothing to show that a decline may be looked forward to. Some even predict that prices will still go higher.

Plates and Sheets.—Galvanized sheets and Canada plates are still in great demand. Latest price quotations show an advance of 10 cents on all black sheets. Otherwise prices are firm and demand good. Supplies have been greatly reduced although great stores had been laid up to meet the increased fall demand.

Lead.—A rather unexpected change took place this week with regard to lead. Demand still remains good and supplies are in good condition, but prices are reported as slightly easier. No great decline is expected, however.

Antimony.—There is no change to be reported in this line this week. Local demand still keeps up and a general firmness is noted in the markets.

WINNIPEG.

Winnipeg, Oct. 21.—As before stated in these reports, scarcity of metals is seriously handicapping Western manufacturers and dealers. Some manufacturers now refuse to take orders for under three to four months delivery and at the same time prices are going skyward. This week has brought in a sensational rise in corrugated iron and galvanized iron, iron pipe, lead and Canada plates have all had sharp advances as may be seen on consulting the Western price lists.

The United States Steel Corporation is reported to be 6,000,000 tons behind in orders and independent mills are most of them sold up for six months. In this connection it is important to note that prices of bar iron have advanced in the east and in the United States. Winnipeg prices are as yet unchanged and merchants should lose no time in stocking up for a sharp rise is sure to come at no distant date.

Business in metals is excellent but is terribly hampered by the difficulty of obtaining supplies.

Weekly Market Report --- Hardware

MANY LINES ADVANCE.

The past week has seen quite a number of price changes which can be summarized briefly as follows:

Rope—1 cent.
Mild Steel—10 cents.
Wood Screws—5 per cent.
Smooth Steel Wire—5 cents.
Shelf Brackets—5 per cent.
Cheap Grade Locks—5 per cent.
Wire Hat and Coat Hooks—5 cents.

MONTREAL.

Montreal, Oct. 24.—Once more there are price changes to be noted. All are in an upward direction. In at least one of the lines where a new and a higher rate has been struck, there is reason to believe that another advance will come before the month has passed. On the whole this seems a time when dealers would do well to consider carefully what they should cover.

The volume of business on the whole has been exceedingly satisfactory, though the opening days of this week saw a slight falling off in orders. Why this should have been, it is hard to say. Perhaps the mild weather is in part responsible for this turn of affairs.

It is for the seasonable lines that the largest demand is being felt. Sporting goods, however, are also moving well.

Some Heavy Hardware Changes.

Heavy Hardware.—Last week there were several changes in this department. This is true again, the price of mild steel and of screws having been advanced. Mild steel, which was listed at \$2.10 is now quoted at \$2.20, and screws have generally been advanced 5 per cent., as follows:

Wood F.H. bright and steel	80-10-7½.
Wood R. H. bright	80-10-7½.
Wood F.H. brass	75-10-7½.
Wood R.H. brass	70-10-7½.

There has also been a small advance in wire, smooth steel wire now being quoted on a \$2.30 base instead of \$2.25.

Builders' Hardware.—Business in this line is keeping up remarkably well. No price changes have come, but in one or two lines a scarcity is noted. The manufacturers have hardly been able to keep up with the demand. A great deal of building is to be carried on this winter, and it appears the builders' hardware business will continue good the year through.

Rope Goes Higher.

Rope.—Here there has come another advance, and from what is to be learned

it would not be at all surprising if a further upward movement came within the month. The demand for rope is good. There is a scarcity of the proper style of fibre. Stocks are reduced. Everything has made it incumbent upon the manufacturers to raise their prices.

Present quotations are:

Pure Manilla, 15½¢; British Manilla, 11½¢; Sisal rope, 10¾¢; Lath yarn single, 10c.

This would seem a good time for dealers to lay in a good supply of rope. No falling off in price is to be expected, and an advance is quite possible.

Sporting Goods Moving.

Sporting Goods.—Here the call has been large. Ammunition is selling very largely, while rifles, shot guns, hunting knives, shooting jackets and such goods are being ordered in good numbers. The retail business is now well under way, and from the supplementary orders that are being received it is evident that the demand is larger than was at first expected.

Rugby supplies are still selling, and early orders make it evident that many dealers have not as good supplies of skates as they want, despite the fact that a poor winter, last year, left some with stocks unsold.

Seasonable Lines.—For cutlery, silverware and such goods the call has been very satisfactory. Dealers evidently have determined to start the Christmas trade earlier, for they have commenced ordering in good time themselves.

Cut glass and china is another line which is in demand. More and more hardwaremen are taking up this class of goods.

TORONTO.

Toronto, Oct. 24.—Price changes are still in an upward direction. Steel wire and nails are continually advancing and builders' supplies have gone up. Most changes are owing to the increased cost of raw material.

Orders for fall goods have been coming in briskly and already winter goods have received much attention. Business is reported generally as being ahead of last year.

Seasonable Goods.—Colder weather has brought an increased demand for early winter goods. Weather strip, window glass and all lines used especially in making the necessary repairs before winter sets in, are in special demand. Articles used in connection with furnaces and heaters such as shovels, coal scuttles, ash sifters, tongs and brushes, might be mentioned among other lines

which are receiving especial attention.

Lumbering Supplies.—Prospects for a large trade in lumbermen's supplies this season are bright. Very soon all lines of goods used by the lumber jack will occupy the attention of the retail merchant. Already the demand is in evidence and everything points towards its continuance.

Builders' Hardware.—Owing to the very great amount of building that is still going on, the demand for builders' hardware shows little sign of decreasing. Builders report this as the best fall they have had for some years.

Few changes have been noted in prices. Shelf brackets have advanced five per cent., cheap locks 5 per cent., while American padlock manufacturers have advanced their prices 10 per cent. Mechanics' tools are still greatly in demand.

Household Goods.—Advance in the cost of raw material has also brought an advance in some lines of household goods. Immediate change of price has been noted in wire hat and coat hooks, which have advanced 5c per gross.

Heavy Hardware.—No change in price of heavy hardware has been noted this week, but it is still predicted that more advances are likely to be made in response to the increased cost of raw material. No definite change has been announced, but advances in all lines depending directly on raw material are expected.

WINNIPEG.

Winnipeg, Oct. 21.—The beginning of the present week has ushered in considerable changes in prices chiefly affecting the trade in metals but at the same time indirectly affecting a great many lines of general hardware.

Manilla rope and sisal have both advanced. Pure Manilla is now quoted at 15½ and sisal at 11. Other changes are in the discounts on bolts, poultry netting and harvest tools. Shot has also advanced 3 cents in sympathy with dearer lead.

The window glass market has a firm tone and advances may be expected at any time as stocks are low.

In general business is remarkably good. "What troubles us most these days," said the manager of one of the great wholesale houses this morning, "is not getting orders but in filling them." The Western metal market is certainly in queer shape. Advancing prices in many lines are not in the least affecting the volume of business. In fact new business is coming in as fast as we can handle it.

Stoves, Furnaces and Accessories

The Methods of a Veteran Stove Dealer

Advice From One Who Has Been Twenty-Seven Years in the Business—A Record Season is Predicted—Play up the High Price of Coal as Reason for Buying New Stoves—No Call for Price Shading This Year.

Oct. 21, 1912.

Editor Hardware and Metal.

Dear Sir:—

You have requested me to give to the readers of *Hardware and Metal* a few hints on the methods I employ in the management of my stove department. I decided a long time ago to accede to your request because it seems to me that we hardwaremen should help each other as much as we can. If the ideas that I have worked out in the course of the twenty-seven years that I have been handling hardware and stoves are of any use to other men in the trade, why they are certainly welcome to them. But while the spirit was willing, the flesh was weak. I am not a good scribe and to write down my thoughts on this or any other subject is not the easiest thing I have tackled. It is over three weeks since you preferred your request for the opinions of your humble servant, and here I am just starting to work. Now that the "spirit has moved me" to the task, however, I will do the best I can to impart a little information on the subject of stoves.

The first thought that strikes me is that the stove dealer never had such an opportunity as that which faces him at the present time. There is an enormous demand for stoves in all sections. New people are flocking into the country by the thousands, new homes are being rushed up as fast as our facilities will allow. Just think of the possibilities there are for stove sales! If ever the stove man had a chance to break sales records, it is now in front of him. Get a hustle on, Mr. Dealer, and you'll make enough sales to raise the mortgage on your store and provide such a Christmas for your family as they have never had before!

Price of Coal Helps.

We all know that coal is going to be dearer this year than ever before. We have probably regarded the high price as a calamity, but when you come to figure it out, it is not an unmixed evil. Look at it this way. The higher the price of coal, the more a man loses through having a poor stove in his house. An old stove is a heavy consumer and, when coal is \$8.00 a ton, it is a pretty

expensive economy to keep an old stove going which eats up, say, a ton and a half more in a season than a new stove would use. Twelve dollars would go a long way toward paying for the new stove.

Hammer that fact home. It seems to me that the stove dealer should talk the high price of coal to every customer who comes in. It's a subject that everyone is willing to discuss. Let your customer rant at the coal barons who are "wringing exorbitant profits from the people" and then get out of them how much coal they burn. The man will give an estimate of the amount which will not be conservative, whatever else it may be. Then get out your pencil and do a little figuring for him. "You are using altogether too much coal," you say. "We have a heater here which we will positively guarantee to put you through the winter and save nearly two tons of coal. Sixteen dollars saved is not to be sneezed at." You will get many sales by this line of argument.

To Avoid Confusion.

But here I am running on and no word yet as to my methods of handling my stove department in the fall. The chief consideration that I aim at is to avoid confusion and delay. To do this I order my stock early and specify delivery not later than September 15. The manufacturer frequently ships up part of my order before the first of that month. I avoid considerable confusion, resulting from much changing and handling of stock, by selling from sample. That is, I keep one of each kind of heater and range on the floor and show them to customers. When my customer has decided on what he wants, I do not send out the identical stove picked out, but one of the same model from the stock room. The stove sent is, of course, the exact counterpart of the one selected and much work in changing the stoves on the floor is thus avoided.

Effective Window Displays.

I will tell you what I have done this fall to help sales along. I have had stove window displays right along. For the week just starting, I have what might be termed a Thanksgiving window. We

have a range on display with the oven door open, thus showing a big turkey all nicely browned. On top of the stove are various utensils, making it look as though a big dinner is in course of preparation. It is a stereotyped idea—quite antiquated, in fact—but we expect that it will be effective.

Last week we had what "Hardware and Metal" has often termed a comfort window. We showed a grate in one corner with handsome brass fixtures. Two electric bulbs behind red tissue paper gave a good representation of fire. In the centre of the window was a table with books on. A reading lamp was also placed on the table and the light was kept turned on. It made a very cosy representation of a room and I am sure that we got results from it. There have been quite a few sales of brass hods, andirons, fire screens and similar goods and we have concluded that the window display helped some.

Working on Prospect List.

Just about this time I usually start to work on my prospect list. What I mean is this. Earlier in the season, people come in to look at stoves but go away without having made any purchase. I presume from this that they could not quite make up their mind to buying a new stove. These people begin to realize that they have made a mistake as soon as cold weather sets in. By the time that real cold weather arrives and the old stove is making a more or less feeble attempt to warm up the house, these people are mighty good prospects. If a salesman gets in touch with them, he can generally effect a sale after all.

So I always make it a point to get the names and addresses of people who come in to look at stoves but go ahead without buying. About this time of year, if they haven't come back of their own accord in the meantime, I call around and see them. It certainly pays me.

Don't Cut Price.

There is one piece of advice that I should like to emphasize. Don't cut prices. As I have pointed out before, there is going to be a record demand this year. Some of us will be able to count ourselves lucky if we are able to get enough stoves to fill all our orders before the season is through. There is no occasion then to lop off our fair profit. If this customer won't pay the price you ask for your range, there will be another along shortly who will. You will be able to find customers for all the stoves in

stock who are willing to pay your price, without catering to those who insist on cut prices. Stick to your guns this season, if you never have before.

I don't cut prices. I can't afford to. I have made a little money in the hardware business and it is probably due to the fact that I have rigidly stuck to an honest price. In my time I have lost

scores of stove sales because I refused to be beaten down but it has certainly paid me in the end.

There is nothing else that occurs to me at the present time. I want to thank you, Mr. Editor, for this opportunity of explaining my views.

Yours sincerely,

A Veteran.

Demonstration Conducted on Broad Lines

Saskatoon Firm Hold Stove Demonstration for a Week—Offer a Premium of Kitchen Ware With Every Range Sold During the Week—The Results Were Most Satisfactory in Every Way.

The demonstration has come to stay. The time was when people looked on all innovations with more or less distrust. They did not put much faith in "new-fangled" things. Nowadays the public attitude is different. It has changed from outright skepticism to what might be termed critical receptiveness. "Show us you have something worth while and we'll take it up," is the greeting that the inventor gets. People are prepared to accept any innovation that can be demonstrated to have practical value.

It is natural that the demonstration idea should have taken a big hold in commercial circles. Retailers always have some line of goods on hand which possess certain qualities not yet known or appreciated by the public. To sell these goods, it is necessary to convince people of the practical value of the new line; and that is where the demonstration comes in.

The demonstration of ranges and stoves is not by any means a new idea. It has been followed by dealers for quite a number of years. It is becoming more general all the time, however, and new ideas are being found to increase the efficiency of the demonstrations and augment the results.

For One Week.

An extremely effective demonstration was that conducted last week by Isbister & Pretty, 249 Second Ave., south, Saskatoon. The length of time allotted was an innovation in itself. Dealers have been in the custom of conducting demonstrations for one, two or three days. To extend the period to a week shows a great confidence in the number of interested persons and the extent of the demand for stoves.

Advertised Heavily.

However, Isbister and Pretty were not taking any chances on the score of the success of their demonstration. They advertised heavily, using two-thirds page space in the daily newspapers. Some excerpts from their advertising

copy are well worth quoting. The value of a demonstration was first pointed out.

COME, IF YOU INTEND TO BUY OR NOT.

Education lies in knowing things—Know why the oven of the range is heated—How the top is heated—Why the ——— uses so little fuel—Know how a range is made inside and outside. This education may serve you in the future. Don't overlook a chance to know things shown by one who knows. Come.

A talk on the wisdom of buying a new and up-to-date range was given as follows:

WHICH SHALL IT BE?

Do you intend to continue laboring, burning valuable fuel and destroying high-priced food with that old worn-out cook stove?

You know that old stove eats up a lot of fuel each year.

You know you have trouble in getting it to bake just right, in fact, spoil a batch of bread every once in a while—you know its costs considerable for yearly repairs.

Stop and think and figure.

Wouldn't it pay you to buy a good range—a range with a reputation—

Gave a Premium.

But they did not stop at advertising in their efforts to "boom" the demonstration. A special offer was made. For every range sold during demonstration week, a set of kitchen ware was given free. The collection consisted of a never-burn cooker, steamer, colander, drainer, kettle, 18 oz. all-copper tea kettle, 14 oz. all-copper coffee pot, pudding pan, five dripping pans, of various sizes. All in all, the collection could not be bought for less than \$8—a pretty valuable premium. The ware was displayed very prominently in the store during the previous week and thus served as an advertisement of the demonstration.

Just One Price.

One feature of the plan of Isbister & Pretty is well worth noting. The prices of the ranges offered were not altered. They were left at the regular figure and it was advertised that there was one price and only one. Thus, the premium was the only inducement offered.

This plan has one great advantage, The price list of the stoves carried was not disorganized. Ranges sold for the same figure as at any other time. There was no danger of complications setting in later when the regular price had to be asked.

A Big Success.

The demonstration was a success in every way. It was a busy week and each day saw a big attendance. The amount of business done was equally satisfactory.



METHODS IN STOVE DEPARTMENT.

Red Deer, Alta.—Smith & Gaetz are running full page advertisements of their stove stock. They have adopted the slogan "You'll like our stoves" and this statement is prominently repeated in all their advertising matter.

In their annual stove announcement, which was published on October 18, Smith & Gaetz said: "We have had an enormous stove trade. We have secured it by experience gained in a quarter of a century's residence in this country. The result of this experience is evidenced in the lines described and priced herewith. While we prize our experience, we are not living on our past and the lines we offer now we are convinced will bring us the greatest stove business in our history."

No fewer than thirteen different styles of stoves and ranges are illustrated and described in this interesting announcement.

To Give Free Range.

Maple Creek, Sask.—Burchil's hardware store have inaugurated a stove contest. A hundred-dollar range is to be given away free and all purchasers of one dollar's worth of goods at the store are entitled to one chance for the range.

A. A. Menely is advertising his stove stock very largely. He quotes thirteen reasons why the range he is handling is "the best in the world." The reasons are concisely worded and the advertisement, as a result, should be an effective one.

Sedley, Sask.—John Diebolt, hardware dealer, is conducting a brisk campaign to bring customers to see the wisdom of buying their stoves before the cold weather sets in. He has his complete stock on show.

Weekly Market Reports---Stoves

BIG DEMAND FELT.

The fall rush is on with a vengeance. Manufacturers are turning out more stoves than ever before, but are still behind with their orders. The railroads are being blamed for causing delay in shipments.

There have been a few changes in prices. Sheets have advanced 30 cents. Eavetroughing has gone up 5 per cent. and conductor pipe has also been put on a higher basis.

MONTREAL.

Montreal, Oct. 24.—These are the days when the stove men are so busy filling orders that they have hardly time to answer the letters sent by irate retailers—retailers who are irate for the simple reason that their stoves have not arrived. In short, the rush is on. There will be no rest for the next month or six weeks.

It is not only the quantity and the size of the orders which are making it hard for the retailer to get deliveries, but the manufacturers are again experiencing trouble with the railways. Shipments lie in the cars for weeks. The companies seem unable to give the prompt service that is desired.

For furnaces the demand has been exceptionally heavy this past week. It has been so heavy, indeed, that some of the makers are finding it hard to fill their old orders. Those ordering now have little or no chance of getting what they require.

Sheets Move Upward.

In sheets, which are scarce, there has been a 30c advance in prices. This is the only rise noted, but it is still possible that some lines of tin ware may be put on a higher level. An advance in these goods, however, is not likely to be general.

Ranges and Heaters.—The heavy reserves which were secured in the summer are well nigh gone now. In the past fortnight the ordering has been exceedingly heavy, and supplies have been greatly reduced. Complaints from dealers are coming to hand daily. Some have the railways to blame for the delay which is so annoying them. Some—alas—are to blame themselves. They did not make their requirements known in time, and they are suffering because of that now.

Radiators.—This is another line which is greatly reduced, especially in the smaller sizes. It is being found impossible to give prompt delivery.

Furnaces.—How great is the scarcity is easily judged from letters coming to sales managers. One concern has a letter from a man who was to install three furnaces in a church. He could not get the furnaces as soon as he had hoped, and the church had to be closed for two Sunday's. Another house sold its sample furnaces this week, and the manager states that last year, which was a pretty good year, too, saw a large number of furnaces on the floor at this time. The question now is to get the furnaces to meet the demand.

Gas Stoves and Oil Heaters.—The usual steady winter business in gas stoves is going on. Oil heaters, however, are moving exceedingly rapidly. The cool weather brings out the need of these, and those dealers who are handling the line are getting good results.

Big Call for Seasonable Lines.

Seasonable Goods.—The sale of coal shovels, hods, ash cans, scuttles and such lines, is growing heavier. Now the retail demand for these goods has got well under way, and the dealers are feeling the necessity of placing supplementary orders.

Stove pipes and elbows are moving fast. Supplies are greatly reduced but so far, enough has been available to meet requirements.

Tinware and graniteware continued to move well. Tin has gone up again on the primary market, and the talk of an advance in tin ware has naturally been revived. As has been said, however, anything like a general advance is not likely to come at once.

TORONTO.

Toronto, Oct. 24.—Every day proofs are being given to show that this is to be a record season for stove trade. Manufacturers have increased their output greatly and yet find that they are no farther ahead with their orders than they were last year.

In speaking to the writer the other day one manufacturer stated: "We are turning out more stoves than ever. Already we have manufactured 1,000 more than at this time last year and we are still behind with filling orders. Of course, it is only a matter of a few days delay, but we had counted this season on filling all orders promptly. Business is exceptionally good, and shows no sign of abating."

The demand for furnaces and heaters is greatest. Furnace manufacturers are hoping that cold weather will not set in for some time yet. Retail merchants are beginning to get anxious and are pressing harder for shipments.

Ranges.—Although many wholesalers have enlarged factories and are manufacturing ranges in greater numbers than ever, still the demand exceeds the supply. Those who had counted on filling all orders promptly this year find that their reserve supplies are no better than last year. Shipments are being rushed, but, even with the greatest effort possible being put forth, wholesalers find themselves still a few days behind. Everything points toward a record year for the stove trade.

Furnaces.—The complaint of most of the wholesale houses is that they are most behind with their orders for furnaces. Owing to the very great amount of building, which has gone on this year, furnace orders have been large and even with increased factories it has been hard to keep up with the demand.

Retailers report this as a record season. Repairing old heating systems and installing new ones have together made this a very busy fall. All are hoping that the cold weather will hold off for a long time yet. As it is, the demand for immediate work is even greater than can be readily satisfied.

Advances in Pipe.

This week shows an advance of 5 per cent. in the price of eavetrough and corrugated metal. Elbows and sundries are still in great demand but no price change has been noted.

Eavetrough. O. G. Square Bead.

Latest quotations are as follows:

8 inch Girth, per 100 ft.....\$3.02

10 inch Girth, per 100 ft..... 3.31

12 inch Girth, per 100 ft..... 3.88

15 inch Girth, per 100 ft..... 5.53

Extra for Round Bead. 10c per 100 ft.

Extra for Special shapes. 15c per 100 feet.

Conductorpipe. Plain or Corrugated.

2 inch in 10 ft. lengths.....\$3.45

3 inch in 10 ft. lengths 4.20

4 inch in 10 ft. lengths 5.53

5 inch in 10 ft. lengths 7.60

6 inch in 10 ft. lengths 9.26

Elbows and sundries.—same.

WINNIPEG.

Winnipeg, Oct. 21.—There is little to report in stoves except plenty of business and excellent prospects. Sharp frosts during the last few days have given a strong impetus to the retail trade.

A general advance in certain lines must be expected in sympathy with the metal market which is remarkably strong with every prospect of advances in all lines.

New Hardware Goods

DOOR TRIM PLANE.

The Stanley Rule and Level Co., New Britain, Conn., have perfected their new door trim plane No. 171. It is designed to make mortises for butts, face plates, strike plates, escutcheons, etc., without the use of a butt gauge or chisel.

Its original feature is the method of mounting the cutter, which can be in-

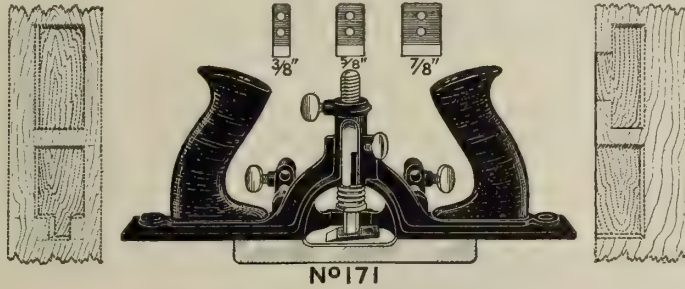
with a minimum consumption of current. Ni-chrom ribbon wire is wound on mica and sealed between sheets of the same material. It lies flat on the face of the iron, applying the heat where needed.

The cord is detachable from the iron by a simple pull. It is as easily connected up. The iron can be supplied for any voltage, direct or alternating cur-

drop forging. The head is polished and the handle japanned. This wrench will roll up nicely in the tool kit. Parts are interchangeable with the Adjustable "S" Nut Wrench.

CHRISTMAS PACKAGES.

The Carborundum Christmas packages will contain carborundum kitchen knife sharpeners, a useful gift for the housewife; carborundum razor strops, a sensible gift for the man who shaves him-



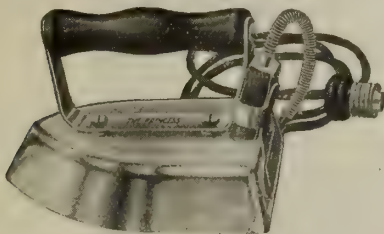
No. 171
New Door Trim Plane.

stantly set to work from either end of the plane or across it. In addition, the cutter is cushioned by a spring which prevents taking a heavier chip than can easily be carried. A fence regulates the position of the cut and insures its sides being parallel. The depth of the cut is governed by a positive stop.

The plane is japanned, has nickel plated trimmings, rosewood handles and three forged steel cutters.

PRINCESS ELECTRIC IRON.

The Chicago Flexible Shaft Co., La Salle Avenue and Ontario Street, Chicago, Ill., have engaged in the manufacture of electric flat irons and offer to



The Princess Electric Iron.

the hardware trade an improved model bearing the trade designation of "The Princess."

The base is a solid, highly polished piece, on which the top is firmly held by means of two screws, which also hold the handle in place. The metal top is formed under enormous pressure from a solid steel plate. It is nickeled and polished to a high degree.

The heating element is so constructed that a maximum efficiency is secured

rent. The weight of the iron is 6½ lbs.; comes packed ten to a case.



The Heating Element of Electric Iron.

AUTO WRENCH.

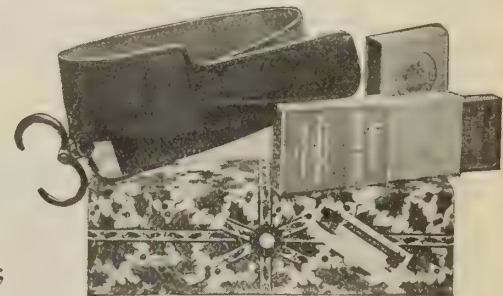
Bemis and Call Hardware and Tool Co., Springfield, Mass., have put a straight handle adjustable auto wrench



Adjustable Auto Wrench.

No. 75 on the market. It is constructed for automobile use. The jaws are offset 22 degrees. The frame is of tough malleable iron and the moveable jaw a steel

unsold, is to remove the holiday wrapper and he will find the goods packed in the regular carborundum box, ready to be put in his regular stock on his shelves.



Carborundum Christmas Packages.

self; carborundum sportsman's stones for the hunter, who wishes to keep his knives, hatchets, etc., keen edged; aloxite razor hones, for the man who hones his own razor; each gift boxed and wrapped in holly paper, ribbon tied and carrying a Christmas greeting card. There is no danger of the dealer getting over stocked with a Christmas novelty. All he has to do, in case any of the packages remain

Methods of Retailing Paints and Varnishes

Paint Booth aroused Interest in Fall Work

The Method Adopted by C. P. Moore, of Sydney, C.B., to Impress Upon the Public Mind the Fact That Fall Painting is Advisable—Much Interest Was Aroused.

It undoubtedly pays the hardwareman to spread the circle of his influence beyond the bounds of his store. The old-fashioned idea was that a dealer's part consisted of stocking goods and waiting on people who came in to buy them. People were not reminded of the fact that this store existed until they came in sight of it. Then the idea of advertising took hold and the first evidence of it was found in the custom of having the apprentices station themselves in the front of the stores and call out to passersby. This custom has vanished, or at least has been turned over to the side show "spieler." New forms of advertising, and better, have been evolved. The merchant now extends the sphere of his influence by means of newspaper advertising, window displays, sign boards, etc., completely throughout the district from which he draws his trade.

One of the most effective methods pur-

sued is to exhibit at fall fairs. The autumn fair is the one event of the year which attracts both city and country "folk," and which brings together the very kind of crowd that the hardwareman desires to cater to. It has been pretty well demonstrated by experience that it pays hardware dealers to exhibit at fall fairs so nothing further need be said on that score.

It is interesting to note that C. P. Moore, of Sydney, C.B., had an exhibit at the Cape Breton Island Exhibition on September 24 to 28, which he devoted exclusively to his paint stock. The accompanying illustration shows the booth.

There were two special features about this exhibit. One was the fact that it was dedicated, so to speak, to the cause of fall painting. Every paint dealer knows that the fall is a splendid time to undertake outdoor painting, owing to the favorable climatic conditions. The average person does not know this, however,

never having given much thought to the matter. If the hardwareman can impress this fact on the public mind it will mean much to him in the way of increased fall paint sales. Certainly, no better way could be found of giving publicity to the idea than that adopted by C. P. Moore.

The result of the exhibit was to stimulate interest in the subject of fall painting. Many stopped to enquire and in this way became acquainted with facts which will result in making customers of them for paint each fall season.

The second special feature was the display of flat wall color panels, designed to illustrate the decorative possibilities of flat wall paint. There is a growing demand for these lines.

Mr. Moore had secured the co-operation of a representative of the company whose paint he handles. The representative was constantly in attendance at the booth and looked after most of the enquiries. Not only were the regular customers of the store very much interested, but others also showed considerable interest in the subject of fall painting.



Get More Winter Business

Floglaze

Good winter business is insured in your paint department by stocking up in our wonderful new line—the finish that goes on floors, walls, furniture, woodwork.

Made in 29 shades, transparent and opaque, and including dull and gloss whites and blacks, and gloss natural.

The policy of this company is to build the business of local dealers.

We have recently added our decorative aid department to help them.

Write this department for information.

We lay out color schemes, give pointers on finishing, sell stencils ready-cut for use, and help the dealer close interior-decoration jobs in his town. This means paint sales, and profit for the dealer and local painter.

Write for the Decorative Aid Booklet.

The best-flowing, easiest-handled article for beautiful interior stain and enamel effects that local painters ever bought of you.

Send for color cards, samples and prices.



CUMULATIVE SALES

When a man walks into a Hardware Store to buy paint, he may talk quality, but what he wants is Service—a paint that will work well, cover well, look well and wear well.

If he does not get it—if he finds that the paint which his neighbor got, gives better service—is more efficient—more economical; the dealer with the better Product—the dealer selling “Service,” gets his next order.

Sell more service—more satisfaction to your customers and each sale will widen the way for more sales to follow. “High Standard” Service means satisfied customers, and satisfied customers mean cumulative sales—continuous profit.

The “High Standard” appeal is to Hardware Dealers and their discriminating customers who demand “Service” in the paint they buy—not merely a can of material. If you’re interested in “Paint of Best Results,” and are willing to be shown—write

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
KANSAS CITY BOSTON

Weekly Market Report --- Paints

PAINT POINTERS.

There is a remarkable continuance of activity in all lines. The year will prove a banner one in point of sales.

Linseed oil has gone down in price at Montreal.

Turpentine has advanced 2 cents at Toronto.

An advance has been made in dry white lead.

Firmer quotations are predicted in glass and putty.

MONTREAL.

Montreal, Oct. 24.—Those wishing to get in a good supply of paint and such lines before river navigation closes are urging quick deliveries now, and as a result the manufacturers are being kept busy. The season, indeed, is a heavy one. There is noticeable none of that slackness usually noted in October.

No price movement of importance has come. Oil has taken another drop, this time of 5 cents. The other products remain firm, dry white lead being the only one to show an advance. Dry white lead, moreover, is but little bought by the retailers.

The problem is simply one of meeting the demand. In some lines—notably putty—this is heavier now than for years back. Still the grinders are getting out a supply which enables them to keep fairly well abreast of their orders.

Linseed Goes Down.

Linseed.—The drop in prices which has been generally struck, reducing the cost of oil from .75 and .78 to .70 and .73, seems merely the result of a larger supply of flax. This is now coming to hand in satisfactory manner, and the probability is that the crushers will not be hard put to it to keep their plants going, as they were last year. What the future will see in linseed oil is somewhat of a question, as the price after all depends upon the world's supply and not merely upon the supply in Canada and the States. However, it would appear that the figures will hardly touch those reached last year and the year before.

Turpentine. — The 58c price, struck last week, still holds. The cheaper turpentine is coming through, but it is not cheaper than that received last week, so that no further reduction seems possible.

Putty.—The situation here has been relieved somewhat by reason of the ar-

rival of more whiting. Yet the grinders are finding it no easy task to satisfy the demand. This always is the heavy season for putty. This year it seems heavier than usual. All the reserve which was prepared has been exhausted, and the stones, though kept busy almost incessantly, can hardly turn out what is required. The heavy rush, of course, will be over in about another month.

White Lead.—The advance which has been noticed in the dry, lends interest once more to this market. No change, of course, has been struck in the white lead ground in oil, but there is some speculation regarding the probability of this. It seems that no advance—no change of any kind, indeed—will be brought about before the close of navigation. Then some new level may be struck, though this is far from certain.

White Paint Scarce.

Paint.—Owing to those who are replenishing their stock for the winter, there has been little falling off noted here. The year has been a wonderful one. It seems now that it will go out in a blaze of glory. November is sure to be a busy month, and indications are that business will be far from dead in this department in December. Interior paints are moving better this year than ever before. White paint especially is in demand. Dealers are experiencing difficulty in keeping a good stock of this on hand.

Glass.—Rumors are again going the round to the effect that glass is to be advanced. No confirmation can be secured. No word indeed has come from Belgium, at least nothing definite. No news is generally considered good news, and if this is true in the present case there will not be trouble in Belgium which will effect glass prices. On the other hand the quietness may be only the lull which goes before a storm. In any event it is quite possible that there will be a small advance after the closing of navigation.

TORONTO.

Toronto, Oct. 24.—Orders for paints and oils are still coming in briskly. Wholesalers generally recognize that 1912 is to be a banner year for the paint business. A year ago it was stated that 1911 had broken all records of previous years, but 1912 sees even greater advances made.

Slight changes in prices are noted

this week. Turpentine shows an advance; linseed oil is quoted slightly higher; otherwise there is a steady tone to the market.

Linseed Oil.—According to some dealers linseed oil has this week advanced 1 cent bringing present figures to 76 for raw and 79 for boiled. Other dealers still quote 75 and 78 as reported last week. A weaker tendency is still predicted in view of the large Canadian flaxseed crop but this is not at all certain.

Turpentine.—An advance of two cents is noted in the price of turpentine this week, bringing present figures up to 60. Even further advances have been made in the South. Future developments are not at all certain. There has been a good seasonable demand.

White Lead.—The white lead market still shows a steady tone with regard to price. It is reported, though the report has not yet been confirmed, that dry lead has advanced. Thus an advance in white lead is not improbable. Orders are still coming in. Business keeps well in advance of former years.

Glass.—Firmness in the tone of the glass market still continues. This is always a good season for glass, and this year increase in demand for glass compares very favorably with increase in all other lines. An advance in prices may be expected.

Putty.—Putty shows no change in price this week. Demand is good and the supply still keeps scarce. Oil is plentiful enough, but the supply of whiting is very limited, so that the tendency is towards an advance in the price of putty.

Paints and Varnishes.—Demand for mixed paints still keeps well up, due chiefly to favorable weather and to the great amount of building which has gone on this year.

WINNIPEG.

Winnipeg, Oct. 21.—Window glass is very firm and reserve stocks low. A sharp rise in price is in order and should be guarded against without delay. Kalsomines, stains and varnishes have been moving freely as is usual at this time and there is no falling off in demand for outdoor paints.

Oils and turps are steady but flax is very weak and cheaper linseed oils may be expected.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD - 30% PURE WHITE ZINC

100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be "away up" in price.

It would be if we were not corrodors of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on **B-H "English" Paint**, because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70 per cent. pure white lead—30 per cent. pure white zinc—100 per cent. pure paint.



B-H "English" Paint is a good seller—big sales and good profits. High quality means pleased customers — and pleased customers more money in the cash drawer.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.
Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL
Canada Metal Company — Imperial, genuine, 50c.; Imperial, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 54c.; No. 4, 6c. per lb.
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo Hoo, 28c.; "A," 23c.; "B," 20c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 60 2 70
Tubes, 3-16 inch, 2 85 2 95
Tubes, per 100 ft., 1 1/2 inch, 9 95 10 00
" " " 2 " " 8 65 8 70
" " " 3 " " 11 00 11 10
" " " 3 1/2 " " 12 70 12 80
" " " 4 " " 15 75 15 85
" " " 4 " " 20 20 20 30

BRASS.
Spring sheets, up to 20 gauge. 0 27
Rods, base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.
Ground work, 65 p.c.
Standard compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 56 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roadway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.
Casting ingot 19 50
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazilian, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19 50
Canadian foundry, No. 2. 19 00
Middlesboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 24 00
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 22 00 25 50
Clarence, No. 3 22 50 25 50
Jarow 25 50
Glenarock 26 00
Radnor, charcoal iron 33 75 34 50
Ayresome, No. 3 25 00
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles \$.....base 2 50 2 50
Common bar, per 100 lbs. 2 10 2 05
Forged iron, per 100 lbs. 2 25 2 35
Refined iron, per 100 lbs. 2 35 2 40
Horseshoe iron, per 100 lb. 2 35 2 40
Mild steel 2 20 2 20
Sleigh shoe steel 2 10 2 25
Iron finish machinery steel (domestic) 2 15 2 25
Iron finish steel (foreign) 2 20 2 25
Reeled machinery steel 2 60 3 00
Tire steel 2 20
Sheet cast steel 0 15 0 15
Toe talk steel 3 05 3 15
Mining cast steel 0 07 1/2 0 08
High speed 0 65 0 65
Capital tool steel 0 50
Camell Laird 0 15
Black Diamond too steel. 0 08
Corona tool steel 0 06 1/2
Silver tool steel 0 12 1/2
Cold Rolled Shafting.
9-16 to 11-16 inch 0 06
1/4 to 1 7-16 inch 0 05 1/2
1 7-16 to 3 inch 0 65
Montreal, 35 and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 70 2 70
12 gauge 2 60 2 75
14 gauge 2 50 2 55
17 gauge 2 50 2 65
18 gauge 2 50 2 65
20 gauge 2 55 2 75
22 gauge 2 55 2 75
24 gauge 2 55 2 85
26 gauge 2 70 3 00
28 gauge 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 90 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45 4 35
60 4 70 4 70 4 60
20x28x80 8 90 8 90 8 70
20x28x80 9 40 9 40 9 20

GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-Gordon Gorbals
gauge Head de-Lis Crown Best Best
16-20.... 3 70 3 35 3 60 3 70
22-64.... 3 75 3 40 3 65 3 75
26..... 4 15 3 80 4 05 4 15
28..... 4 35 4 15 4 25 4 35
Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—
22 3 65
24 3 70
26 3 75
28 4 00
Apollo brand— Montreal. Toronto
24 gauge, American 3 60 3 45
26 gauge, American 3 85 3 60
28 gauge, (26 English) 4 10 3 95
10%, equal to 28

IRON PIPE.

List Black Galv.
1/4-inch and 1/2-inch
3/4 inch \$ 5 50 65 p.c. 50 p.c.
1 inch 8 50 70 p.c. 59 p.c.
1 1/4 inch 11 50 74 p.c. 64 p.c.
1 1/2 inch 16 50 74 p.c. 64 p.c.
1 3/4 inch 22 50 74 p.c. 64 p.c.
2 inch 27 00 74 p.c. 64 p.c.
2 1/2 inch 36 00 75 1/2 p.c. 65 1/2 p.c.
3 inch 57 50 75 1/2 p.c. 65 1/2 p.c.
3 1/2 inch 75 50 75 1/2 p.c. 65 1/2 p.c.
4 inch 95 00 74 p.c. 64 p.c.
4 1/2 inch 108 00 74 p.c. 64 p.c.
Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c. 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.
RANGE BOILERS.
30-gallon, Standard, \$4.75; extra heavy, \$7.00.
KITCHEN SINKS.
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto
Heavy copper and wire, 0 11 0 11 1/4
Light copper bottoms, 0 09 0 09 3/4
Heavy red brans, 0 10 0 10 1/4
Heavy yellow brass, 0 08 0 08 1/4
Light brass, 0 06 0 06 1/4
Tea lead, 0 02 1/2 0 02 1/2
Heavy lead, 0 02 1/2 0 02 1/2
Scrap zinc, 0 03 0 04
No. 1 wrought iron, 2 00 10 00
Machinery cast scrap, No. 1 16 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 08 1/2

LEAD.

Domestic (Traill), pig, 110 lbs. 6 25
Imported pig, per 100 lbs. 6 25
Bar pig, per 100 lbs. 7 00
Sheets, 2 1/2 lb. sq. ft., by roll. 8 00
Sheets, 3 to 6 lb. ft., by roll. 7 50
Cut sheets 3/4 lb. per sq. ft. extra.
Cut sheets to size 3/4 lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 net.
Lead waste pipe, 9c net.
Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guarant'd 30 3/4 0 30
Wiping 0 28 1/2 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$56 00 \$53 00
Reddipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00

"Dominion Crown Best"—Double.
Coated, Tinsued.

I C, 14x20 base 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base 9 50 9 50
"Allaway's Best"—Standard Quality.
I C, 14x20 base 4 50
I X, 14x20 base 5 50
I X X, 14x20 base 6 50

Bessemer Steel—
I C, 14x20 base 4 25
20x28, double box 8 50

Charcoal Plates—Terne.
Dean or J. G. Grade—
I C, 20x28, 112 sheets 7 50
I X, Terne Tin 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
XX, 14x50, 50 sheet bxs. 7 50
XX, 14x80, 50 sheet bxs. 7 50
XX, 14x50, 50 sheet bxs. 7 50

Tinned Sheets.
72x30 up to 24 gauge, case 8 00 8 00
lots 8 00 8 00
72x30 up to 26 gauge, case 8 50 8 50
lots 8 50 8 50

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, \$2.00 in cars.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 37-25 \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 5c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.
\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.60; 10, \$2.50; 11, \$2.45; 12, \$2.45; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.
Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.
Galvanized barbed, 2 45
Galvanized, plain twist 2 75
Car lots and less.

Dominion special field fencing, 33 1-3 c. small lots; extra 5 p.c.
F.O.B., Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$4; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.
Galvanized 2 80
Plain 2 50

PAINTS, OILS AND GLASS.

Barn Paint.
In barrels, 1-gal. tins 0 80 0 85

In barrels, 5-gal. tins 0 80 0 85
Beeswax. 0 40

Chemicals.
In casks per lb.

Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05 1/2
Green copperas (green vitrol) 0 01
Sugar of Lead 0 09

Colors Oil.
Venetian red, 1-lb. tins pure 0 09
Chrome yellow, pure 0 18
Golden ochre, pure 0 11
French ochre, pure 0 09
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure 0 17
Marine black, 25 lb. irons 0 05

Enamels.
Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Cee Pee Co. enamel 4 50
Sterling Enamels 3 30
Anchor Floorlustr 1 80

Glue. Per lb.
French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15
Brantford medal 0 11
" golden medal 0 10
" brown sheet 0 10
" solder sheet 0 13
" Gelatine 0 22
" white gelatine 0 20
" white glue 0 12
" 100 flake 0 10
Perfection amber ground, No. 1230 0 13
Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13
XL 0 11 1/2
CL 0 12
C 0 11

Paris Green.
Drums, 50 and 100 lbs. 0 18 1/2 0 18 1/2
Packets, 1-lb., 100 in case, 0 20 1/2 0 20 1/2
" 1/2-lb. " 0 22 1/2 0 22 1/2
Tins, 1-lb., 100 in case 0 21 1/2 0 21 1/2

Paris White. 0 80

Pigments.
Orange Mineral, casks 0 08 1/2
" 100-lb. kegs. 0 08 1/2

Prepared Paints. Per gallon in qt. tins

Sherwin-Williams paints, base— 2 80
Canada Paint Co.'s pure 1 75 2 00
Globe house paint (Winslow) 1 60
"New Era" house paint (Winslow) 1 85

Benj. Moore & Co.'s "Egyptian" Brand 1 50
Moore's pure linseed oil H.C. 1 65
Brandram-Henderson's "English" 2 00
Ramsey's paints, pure 1 70
Ramsey's paints, Thistle 1 40
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 60
Sterling Pure 1 80
Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jameson's Crown and Anchor brand 1 60
Plaster of Paris.

Per barrel 0 30

Pine Tar.
Half-pint tins, per dozen 0 60

Putty. Standard
Bulk in casks 2 30
" 100-lb. drums 2 50
Bladders, in bbls. 2 80

Red Dry Lead.
Genuine, 560 lb. casks, per ewt 6 25 5 80
Genuine, 100 lb. kegs, per cwt 6 50 6 50
No. 1 casks, per 100 lbs. 5 75 4 35
No. 1 kegs, per 100 lbs. 6 00 4 75

In 5-gallon buckets 0 75

Turpentine and Oil. Montreal. Toronto

Can. Prime white petroleum, gal. 0 14 0 13 1/2
U.S. Water white " 0 15 1/2 0 14 1/2
U.S. Pratt's astral " 0 19 0 16 1/2
Castor oil, per lb., in bbls. 0 08 0 09
Motor gasoline, single bbls. 0 22 1/2
Benzine, per gal. single bbls. 0 21 1/2
Pure turpentine, single bbls 0 58 0 60
Wood turpentine 0 68
Turpentine, second run 0 60
Linseed Oil 0 70 0 75
" boiled. 0 73 0 79

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes. Per gal. cans.

Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gearing 3 00
Elastic Oak 1 50
Furniture, polishing 2 00
Furniture, extra 0 60
" No. 1 0 95
" Union 0 90

Light oil finish 1 35
Gold size Japan 2 00
Turps, brown japan 1 60
No. 1 brown japan 1 10
Backing black japan 1 35
No. 1 black japan 0 95
Benzine black japan 0 75

ASK ANY MINERVA AGENT!

His enthusiastic description of the fresh, clean-cut, quick-moving qualities of MINERVA PAINTS AND PAINT SPECIALTIES will convince you more quickly than anything we can say.

Every Minerva Agent receives our generous and whole-hearted support in the marketing of the MINERVA LINE—the Famous British Brand—in the lead for 78 years.

Full Imperial Measure In Every Can.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 CARLAW AVE., TORONTO

128 PRINCESS ST., WINNIPEG

Established in England in 1834

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.

CALGARY, EDMONTON AND LETHBRIDGE—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.

SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.

VANCOUVER—Wm. O'Neil Co., Ltd., Distributors for British Columbia.

0-87

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

"A new list every week"

Do you know any of these Bowser users?

Tourtellott Hardware Co.
Port Arthur, Ont.

May Bros., Toronto.

H. Stainton (People's Hwd.)
Toronto.

Central Hardware Co.
Ottawa, Ont.

P. Guenette, Dorval, Que.

Hercule Masson
Terrebonne, Que.

Henri Gougheon, Montreal.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamison's floor enamel	1 75
Sherwin-Williams kopal varnish	2 25
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Plint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastic floor finish	3 00
Elastic exterior finish	4 25
Stovepipe varnish, 1/2 pints, per gross	4 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Size United Inches	Double Star Diamond
Under 26	\$4 25 \$6 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 60
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	7 50 15 00
91 to 95	8 50 17 50
96 to 100	10 50 20 50

Size United Inches	Star
Under 26	\$3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil	Per 100 lbs.
"Anchor" pure	8 25
Brandram's B.B. Genuine	8 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flat White	8 50
Purity C.O. Co.'s Ltd.	8 10
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 05
Stirling Pure	8 40
Tiger Pure	8 25

White Zinc (Dry)	0 07 1/2
White Zinc in Oil	0 10
Pure, in 25-lb. irons	0 07
No. 1	0 07
No. 2	0 05 1/2

Whiting	0 70
Gilders bolted in barrels	1 00

Carpenters' per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets	
Single bit, per doz.	6 00 9 00
Double bit	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 6 00
Barrell hatchets	5 35 6 85

Buckworth, per lb.	0 10 1/4
--------------------	----------

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin New Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	4 50
Zeith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Brass and Japanned, 40 p.c.	
Carrage Bolts and Nuts, Per cent.	
Carrage Bolts, common, new, \$1 list.	
Carrage Bolts, 1/2 and smaller, 60 15 & 5	
Carrage Bolts, 7-16 and up, 57 1/2 & 5	
Carrage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 5 & 5	
Machine Bolts, 7-16 and up, 57 1/2 & 5	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 10 & 5
Sleigh Shoe Bolts, 7-16 and larger	70 10 & 5
Coach Screw	50 5 & 5
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/4 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	0 70
Tarred Slater's paper, per roll	0 75
O. K. paper, No. 1, per roll	0 70
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 60
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	1 15
2 Ply complete, per roll	1 35
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris, per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb.	0 05
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Plated, bowe barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, per 1,000	23 00 28 00
Fire brick, Scotch, per 1,000	21 00 21 00
"English	22 00 25 00
"American, low	27 50 35 00
"high	35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
"lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
"adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 100 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	6 60
6 " "	9 26

Cotter pins, 90 p.c. Montreal.	
Copper and Nickle Ware.	
Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 42 1/2 p.c.	
Copper pitted, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Excavators.	
8 inch, in 100 foot length	3 02
10 " "	3 31
12 " "	3 88
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	
Faucets.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Disston's	70 and 10
Great Western American	70 and 10
Keamey & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight handle, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	9 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 5/8 in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
net	
Heavy T and strap, 5-in., 100 lb.	7 00
net	

Heavy T and strap, 6-in., 100 lb.	6 75
net	
Heavy T and strap, 8-in., 100 lb.	6 50
net	
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.75; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1182, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Wrought iron hooks and staples—	
1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1 1/4-inch \$4 10	
4 1 3/4-inch 3 75	
5 1 15-16 3 50	
6 2 1/2 3 18	
7 2 5-16 2 90	
8 2 1/2 2 75	
9 2 11-16 2 60	
10 2 1/2 2 50	
11 3 1-16 2 45	
12 3 1/4 2 45	
Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Tecals Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 5c per lb.	
Knives.	
Hay knives, net list.	
Claus, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 18 per cent.	
Pearl, Imperial, and granite steel, 18 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent. off.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 60 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star A1 chopper, 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Lamp wick, 50 per cent.	
Competition grade lawn hose, 70 and 5.	
Lawn Mowers.	
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10 1/4-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10.00; do., 5 knives, \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 MCGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

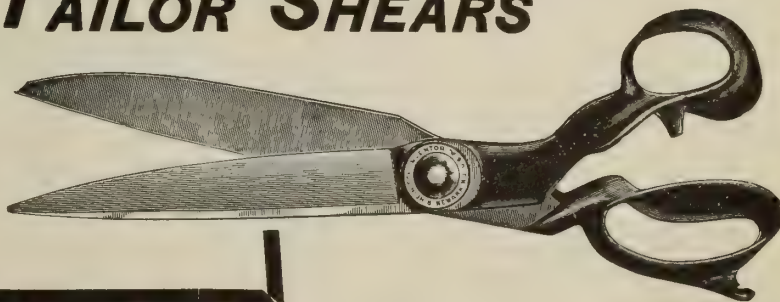
HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinnors' Snips, Trimmers---and guarantee them inferior to none.

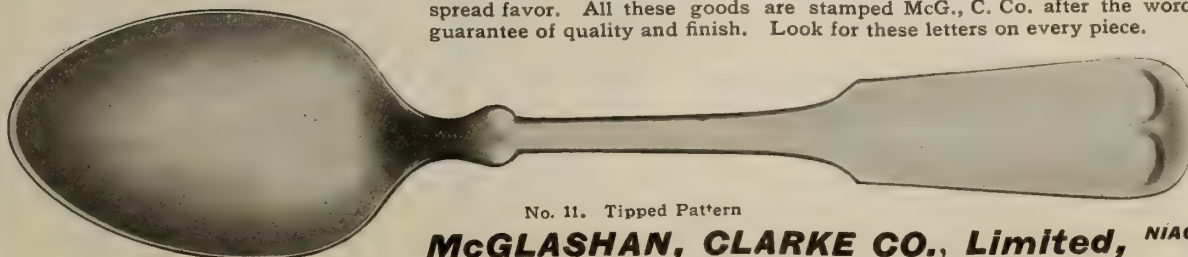
Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found widespread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Are handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Are wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners' Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1½ inch	3 30
1½ inch	3 00
1½-1¾ inch	2 75
2-2½ inch	2 65
2½-3 inch	2 50
3-3½ inch	2 40
3½-4 inch	2 35
4-5 inch	2 30
5, 5½, 6 inch (base)	2 30
Cut nails—Montreal, \$2.50; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/3 per cent.	
Pressed spikes, ½ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitts, 35 p.c.	
Planets.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine 37½ to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	15 00
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 10%
Pure Manila Rope	0 15%
"Britis" Manila	0 11½%
Cotton—3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, ¾ and upwards, 10c; under ¾, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 06½
Sisal bed cord, 48 feet, per doz.	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	8 40
" plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Mogel window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelien, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...85 10 7½	
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Hexagon cap	50 and 65
Bench, wood, per doz.	45 \$5 00
" iron, per doz.	4 25
Screw Drivers.	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Scissors and Shears.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	15 20
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs. No. 14	6 75
Riind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock.	18 75
Stones—Oil and Scythe.	
Washite	0 25 0 37
Hindustan	0 06 0 10
" slip	0 18 0 20
" Axe	0 16
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	
per gross	3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush blue steel, bulk, 70 and 10; Swedes rimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821, 66 ft.	1 95
" Steel, No. 1840, 50 ft.	1 10
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Cat and Mouse).	
Out O' Sight Mouse Traps	Doz. 1 20
" Rat Traps	0 60
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze 10 in. per doz.	46 75
Rivicle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa.h Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.06 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.50 f.o.b. Fort William, \$3.20 per 100 lb. f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; aleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 23c. Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, 35. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 15 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 1 and larger, \$5.10; featherweight, \$5.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¼ inch, \$2.40; ½ inch, 2.55; ¾ inch, \$3.35; 1 inch, \$4.00; 1 inch, \$5.75; 1¼ in., \$7.80; 1½ in., \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¼ inch, \$3.40; ½ inch, \$3.50; ¾ inch, \$4.30; 1 inch, \$5.20; 1 inch, \$7.55; 1¼ inch, \$10.25; 1½ inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¼ in., \$7.50; 5-16 in., \$8; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$8.35 per cwt.; cut coil, \$9.25 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Ropes—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; brass, 65 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal, 95c; boiled, per gal, 96c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00.

English—American vermillion, 15c; English—American, \$1.00 per lb. Canadian—American, barres, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—21½ cents per 112-lb

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD
LIKE IT.

WHY NOT STOCK IT FOR
THE WINTER TRADE ?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING—A Waterproof Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Stephens Varnishes Are Western Products That Are Exceedingly Popular

The only varnish manufacturers between Toronto and Victoria.

Luminette
(Copyright)

The householder's "one best bet"—a perfect general purpose varnish which produces splendid results in every home.

Exalite
(Copyright)

The painter's delight. A higher grade than Luminette, and a varnish which rubs well or dries with a superior gloss.

We have an agency proposition to offer. Stephens' agents make big money.

Write us to-day.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

SITUATIONS VACANT

ALUMINIUM. Metal Merchant, Birmingham, England, with 15 years connection, is open to represent first-class house. Large district for Aluminium in Sheets, Rods, Wire, Tube, etc.

Reply to Aluminium, care of John Had-don & Co., 39 Corporation St., Birmingham, England. 45

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-TO-DATE. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

WOULD EXCHANGE CALGARY PROPERTY on small stock of hardware in eastern Ontario. Box No. 710, Hardware and Metal, Toronto. (43)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

FOR SALE

FIRST-CLASS HARDWARE BUSINESS FOR sale—best part of Bloor St., Toronto. New stock and fixtures about \$3,500. Box 708, Hardware & Metal, Toronto. (42)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY IN-stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

A MAN THAT HAS HAD A LITTLE EX-perience in plumbing. Apply, stating experience and salary expected, to N. H. Sowers, Massey. (46)

SALESMAN — TO TRAVEL ONTARIO — must have connections with hardware trade, saw mill proprietors. Permanent position. Write, with references, to Standard Paint Company of Canada, Limited, 286 St. James Street, Montreal. (43)

WANTED — AN EXPERIENCED HARD-ware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WE WANT A LIVE YOUNG MAN FAMI-LIAR with plumbing, gas and electric goods, who can talk to good class of people, keep stock and showroom in shape, and get out after business. The chances are good if you are ambitious. T. A. Cowan, Brantford, Ont. (44)

SITUATIONS WANTED

WANTED—A YOUNG MAN HAVING SEVEN years' retail hardware experience seeks a position at once. All references. Address Box 293, Sunderland. (44)

TRAVELLER HAVING PROVED HIS ABIL-ity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

TRAVELLER OR MANAGER SEEKS POSI-tion—any part of Canada. 14 years' English experience. Thoroughly practical hardware man. Will entertain any line in the hardware trade. Has had good city experience 29 years old. Married. Box 709, Hardware & Metal, Toronto. (42)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

TECHNICAL BOOKS

SALESMANSHIP, DEPARTMENT AND SYS-tem, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Merchants and Salesmen!

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.

Before the Interview.

Getting Interviews.

The Approach.

Selling Talk.

Answering Objections.

Selling Tactics.

Closing Sales.

Cash with Order.

Samples.

Getting the Price.

Credits and Terms.

Cancelled Orders.

Territory.

Long vs. Short Trips.

Finding New Customers.

Salesmen's Relation to House.

Salesmen and Advertising.

Expense Accounts.

Promotions.

Bribes.

Conduct Toward Customer.

Special Tactics.

Character and Conduct.

183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

TECHNICAL BOOKS.

143-149 University Ave.

TORONTO

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES.
at \$2.50 each, Box 920, **HARDWARE AND METAL**, Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion

1c. per word subsequent insertion

5c. extra per insertion for box number if required.



MAJESTIC COAL AND WOOD CHUTES

FEATURES

Neat and attractive.

Cannot be opened except from inside. Burglar proof.

Locks automatically when open.

Can be installed in old houses as well as new.

SIZES

No. 1—16" High x 22" wide x 13" deep

No. 2—16" High x 27" wide x 13" deep

No. 3—22" High x 33" wide x 18" deep

Write for Prices



WINNIPEG

CANADA

Agents for Manitoba and Saskatchewan.

NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - - ONTARIO

When writing advertisers kindly mention this paper.



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

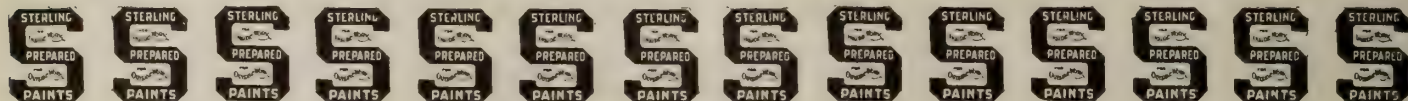
he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal



Sterling Prepared Paints



Are a Splendid Profit-Producing and Trade-Drawing Line

When you sell a customer a can of "Sterling" Prepared Paint you can rely upon receiving many more orders from him.

"Sterling" Prepared Paints have been time-tried and tested and have given perfect satisfaction everywhere.

If you are not selling them you will do yourself and your customers justice by starting now.

We make quick shipments. Every can is sold under an iron-clad guarantee.

Canadian Oil Companies, Limited, - Toronto

HALIFAX

CALGARY

ST. JOHN

EDMONTON

MONTREAL

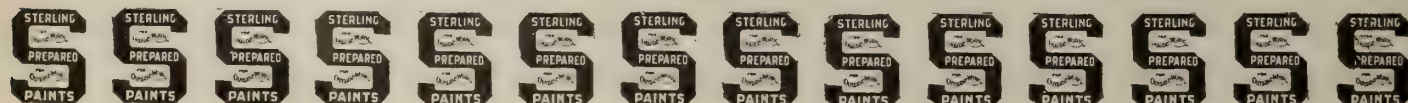
HAMILTON

QUEBEC

LONDON

WINNIPEG

OTTAWA





Specialties
that bring the Paint
Trade to your store.
They have the Sherwin-
Williams quality and
push behind them.

S-W Aluminum Paint This produces a smooth silver finish that stands extremes of cold or heat. The housewife uses it to splendid advantage on gas stoves, ranges, radiators, water-boilers, gas, steam or water pipes, etc. It has no disagreeable odor and is prepared ready for the brush. Sherwin-Williams Aluminum Paint is the best of its kind on the market, and you can handle it with profit, and secure a paying trade.

Stove Pipe Enamel This is the best finish for stoves and stove pipes. It gives a durable black lustre that will stand a high degree of heat without cracking or blistering. When applied to metal while warm, it will not smoke or produce disagreeable odors. This is a seasonable time of year to push Sherwin-Williams Stove Pipe Enamel.



SHERWIN-WILLIAMS
PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

**715 Park Avenue,
Worcester, Mass.**

**Our
Leaded
Art Glass
is of the highest
grade manufact-
ured. Being the larg-
est manufacturers of
this line in Canada we can
also give you the low-
est price consist-
ent with high
quality**

GLASS

**of Every Description
for
Buildings**

**If you
have not al-
ready received
a copy of our 132
page catalogue, we
would be pleased
to send one.**



**HOBBS
MANUFACTURING CO.
LIMITED**

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

**GREATER SALES-GREATER-
SATISFACTION-
GREATER—
PROFIT**



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint 100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

"THE VARNISH THAT LASTS LONGEST"

This is the name given to and earned by Dougall Varnish. All users will testify that this reputation is lived up to.
Give your customers Dougall Varnish — it is cheapest in the end because it is most economical.

Dougall Varnish Co., Ltd.

J. S. N. DOUGALL, President

305 Manufacturers St. - MONTREAL

Associated with Murphy Varnish Co., U.S.A.

LONDON

HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto.
Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

**F
O
R
D** **The
One
Best
Bit** **F
O
R
D**

YOU HAVE NO IDEA how rapidly and easily a FORD bores until you use one. You can accomplish twice as much work with it, and smoother, more accurate work as well.

Never tears or scrapes and positively will not clog. Its action is free and easy under every condition. Bores straight through knots, and even a nail won't stop it.

We guarantee FORD BITS to do better work than any other Bit. They're made of the finest steel in the world—made so well they can't break.

Experienced woodworkers use and recommend them—all the leading jobbers sell them.

Send for descriptive circulars and free catalogue 8A.

FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

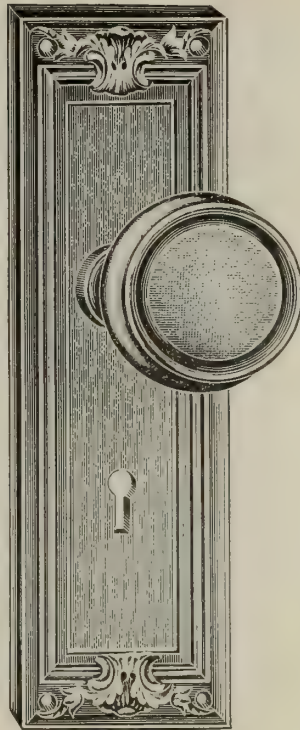
Wellington Mills, London, England

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.



QUALITY PLUS FULL IMPERIAL MEASURE.

Here's a combination that has kept the line of

INTERNATIONAL VARNISHES AND VARNISH SPECIALTIES

right in the front rank for more than forty years.

FEATURE—



FLOOR FINISH

THE ONE PERFECT FLOOR VARNISH

It is so tough nothing mars it. Heel marks, scraping chairs and castors leave no marks, and it will not whiten when wetted.

Get details of the full range of "INTERNATIONAL" Specialties. They are real trade winners and business keepers.

Full Imperial Measure in every can.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

BERLIN

LONDON

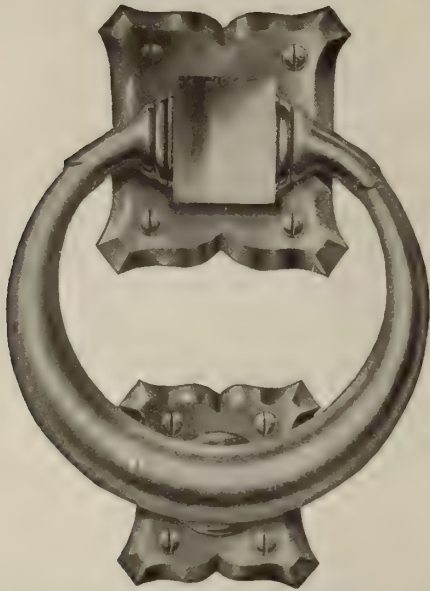
BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.

O86

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



Every "Skater Who Knows"

appreciates the advantages and comfort of the

PERFECTION Ankle Support

Introduce it in your vicinity and your sales will rapidly increase—not only in ankle supports, but also in skates, as more people will indulge in that healthful pastime, "Skating."

The Perfection embodies an entirely new idea, and while allowing the ankle to move freely backwards and forwards, it precludes all possibility of sideward motion.

Ladies' sizes suitable for children.

Get full particulars at once.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND - ONT

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., Limited
GALT, CANADA

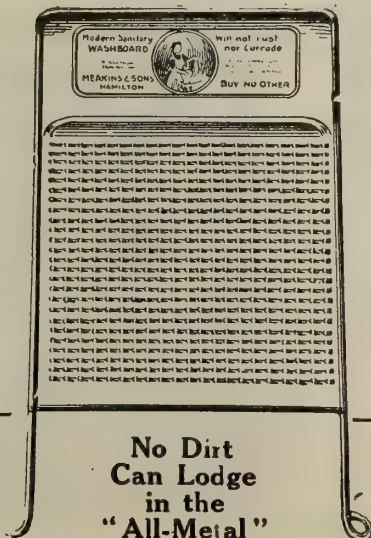


When In Doubt

as to the kind of wash-boards you will next order, you will make no mistake if you specify Meakin's Sanitary Washboards. It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this a talking point the economy will appeal to the housewife, and sales certain.

Meakins & Sons

Hamilton, - Ontario



No Dirt
Can Lodge
in the
"All-Metal"



Are you getting all you should out of your varnish business?

With our new selling plan we are putting thousands of dealers in the way of making more money out of their varnish business than they ever thought possible.

We're also putting them in the way of giving their trade the utmost in varnish quality, uniformity and reliability.

BERRY BROTHERS, Ltd.

WALKERVILLE, ONT.



ARE these things of any interest to you?

If they are write us to-day for particulars of our new, full-line selling plan.



Combination BREAST and CHAIN DRILL

No. 7316

is another of

Goodell-Pratt's
Superior TOOLS

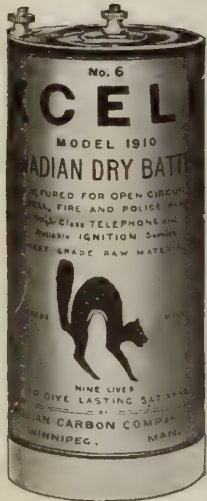
The combining of our Two-Speed Breast Drill with our No. 316 Chain Drill makes a very practical tool. This brings the work nearer the operator than is possible where the shank of the Chain Drill is inserted into a Breast Drill or Brace Chuck,

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield

Mass., U.S.A.



A Battery That's Western-made

gets the preference with Western trade. Consumers buy X CELLS with confidence, assured beforehand of a strong, live cell and certain of getting nothing but fresh cells, because they are made right in Winnipeg.

X CELL Dry Batteries

never reach dealers more than five days old. Our No. 8 size for heavy duty is not equalled by any cell

made anywhere.

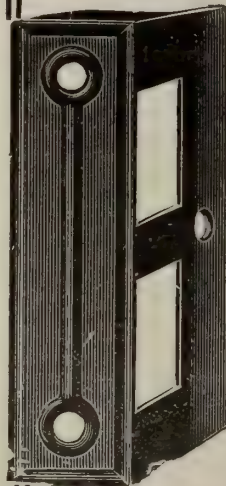
Write us and we will put you in touch with the nearest jobber.

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave., - - - Winnipeg

E. W. HANNA, President and Managing Director

NATIONAL Steel Rim Locks



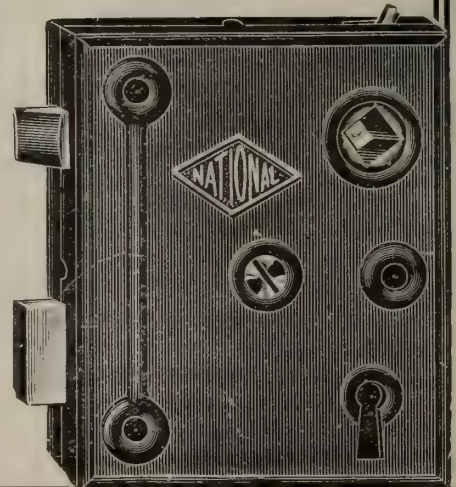
have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.

If you do not know the National Lock, get acquainted, as it means more money for YOU.

Order from your jobber.

National Hardware
Company, Ltd.
Orillia, Ontario, Canada



Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee** complete satisfaction.

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

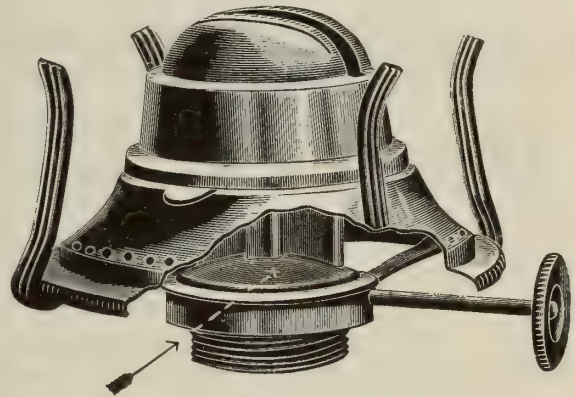
MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.

"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a **covered base** is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners **have a covered base**, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

THE
Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Gate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls into Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

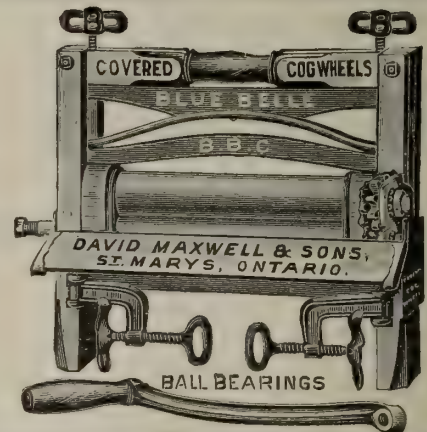
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S,

ONTARIO



Stanley Tools

Always insist that your order be filled with Planes made by the Stanley Rule & Level Company, which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' Tools for over half a century.

These tools are now made at our Canadian Works.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

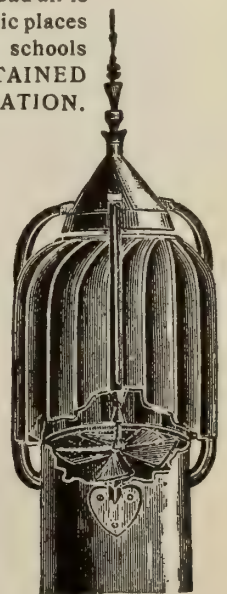
Yours truly,
EDWARD MAY,
434 Blm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

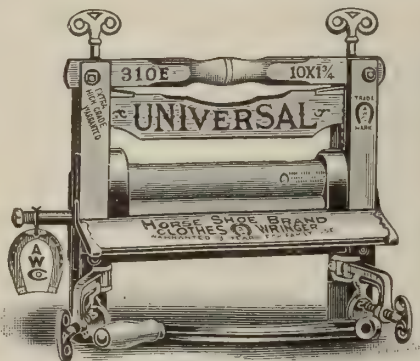
General Contractors and Manufacturers

Montreal



NEW LINE UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings
Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 311E— - - - - Rolls, 11 x 1 $\frac{3}{4}$ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 318E— - - - - Rolls, 11 x 1 $\frac{3}{4}$ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY
99 CHAMBERS STREET, NEW YORK

The Babbitt Metal without a fault



The Copper Coated Cake

Our Motto

"Best Possible Quality"

HEADQUARTERS FOR

METALS

COPPER, TIN, LEAD, ALUMINUM,
SPELTER AND ALL INGOT METALS

We Manufacture All Grades Of

BABBITT METALS

Two
Specials

Imperial Genuine
For High Speed Engines

Harris Heavy Pressure
For General Machinery Bearings

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO, MONTREAL,
WINNIPEG.



Print No. 11—Fig. "A."

These Are Wonderful Helps!

The most efficient mechanical selling help that you can install is attractive, up-to-date store fixtures.

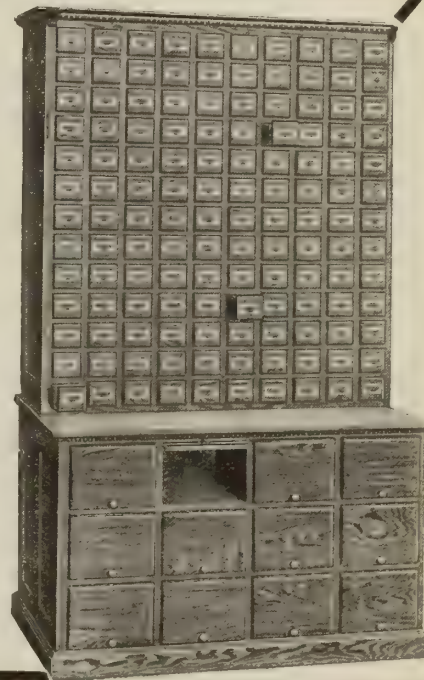
Dealers who have installed Berlin Hardware DISPLAY CABINETS

are rapidly increasing their trade.

Fig. "A" shows Bolt Cabinet with lower case fitted with three rows of small compartments with disappearing fronts. Upper case, with eight rows of metal boxes of different sizes, with solid oak fronts.

Fig. "B" shows Bolt and Screw Case, with upper case fitted with thirteen rows of small drawers with oak fronts fitted with card frames, each drawer is subdivided in four spaces by three removable divisions.

Print No. 11—Fig. "B."

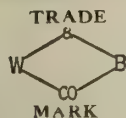


These cuts illustrate two more sections of a large case.
Write us for circulars on complete line of store fixtures.

The Walker Bin and Store Fixture Co.

Manufacturers and Designers of
Modern Store Fixtures

Limited
Berlin, Ont.



W. & B. Wrenches Are Shaped to Your Needs

Every branch of industry has its kit of tools peculiar to its service. Few outfits are complete without one or more wrenches of general or special utility. W. & B. Wrenches are made in the many ingenious designs to save valuable minutes of busy workmen and skilled mechanics. Getting the wrench you need is only a matter of specifying W. & B. Quality. Tons of W. & B. Wrenches are shipped to every part of the globe to meet every condition of service. Get W. & B. Wrenches from your nearest jobber or send order direct.

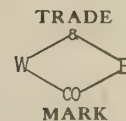
Write for Catalogs 74-B and 75-C
Tools of Quality Bear These Marks

The Whitman and Barnes Mfg., Co., Akron, Ohio

Established 1854

FACTORY AT ST. CATHARINES, ONT.

Stocks carried at Winnipeg and Montreal



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

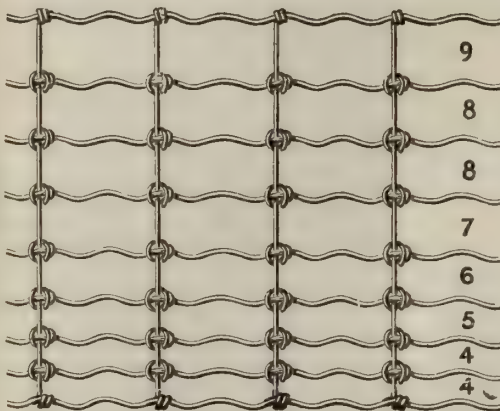
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

STOVE TRIMMINGS

Dampers, Damper Clips, Stove Pipe Registers, Stove and Furnace Pokers, Cover
Lifters, Towel Rods, Scrapers, Stove Knobs, Wire Bails, Screw or Furnace
Pulleys, etc.

Our Stove Trimming Catalogue will be sent to any firm interested in
high-grade trimmings.

OTHER SEASONABLE GOODS WE MAKE.

Waffle Irons, Andirons, Door Knockers, Lamp Brackets, Soldering Sets,
Harness Hooks, Latches, etc.

Stover Mfg. Co., 709 East St. **Freeport, Ill.**



Combination Damper Clip

Made of steel. No rivets required. Posi-
tive and easy locking device. This clip
will save time installing furnaces.

Order a sample lot of them to-day.

**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE BY

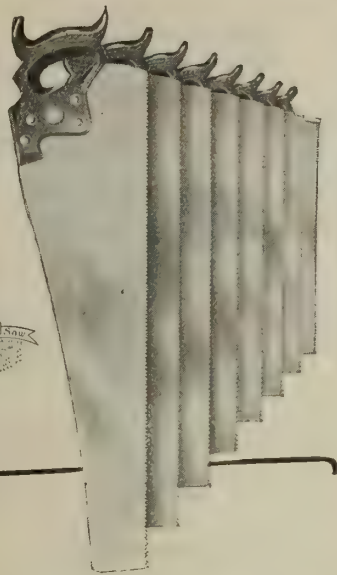
McKINNON CHAIN COMPANY

Sales Office:
BUFFALO, N.Y.

Factory:
ST. CATHARINES, ONT.

MADE IN
CANADA

See The
Swell?



"I Tell
You It's
A Great
Saw"

SIMONDS SAWS

A good line of **Simonds Saws** will be appreciated by your Carpenter customers. The goods give satisfaction and make for you a clear profit. Order a few from our catalog.

Simonds Canada Saw Co., Limited

Montreal, P.Q. St. John, N.B. Vancouver, B.C.

In the U.S.—The Simonds Mfg. Co.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

NOTICE THE TEETH OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for

which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada:

"American"

"Arcade"

"Great Western"

"Globe"

"Eagle"

"McClellan"

Kearney & Foot

"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

Port Hope, Ontario



Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO



THE
RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

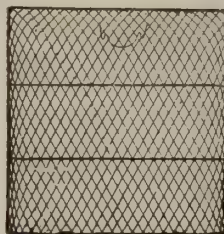
HOW ABOUT YOUR STOCK OF FIRE-PLACE SCREENS & FENDERS

OUR GOODS ARE STANDARD

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work



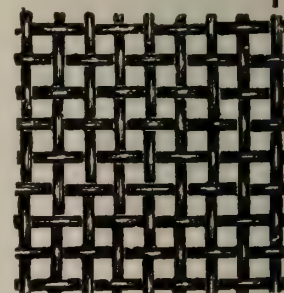
Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.



GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

Tinned Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by

sending you copies of their repeat orders.

Better give our Lamp-black a trial—it will cost you nothing if dissatisfied.

Write to-day.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 31 Yonge St., Toronto; H. W. Glasco, Winnipeg.

Wilkes Martin Wilkes Company
NEW YORK, N. Y., U. S. A.

The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Fisk Advertising Service FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



Cap Screws, Set Screws, Studs Special Milled Work Cold Pressed Nuts

Uniform Product, Accurately Machined
Canada Foundry Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

BLACK JACK

**QUICK
CLEAN
HANDY**

¾-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

REGISTERED TRADE MARK
* * *
GRANTED 1682.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

SMITH HARDWARE COMPANY LIMITED

240 LEMOINE ST.,

MONTREAL

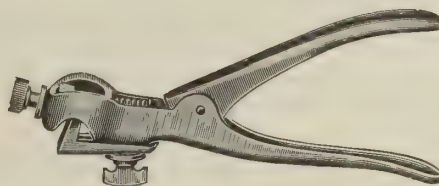
You take no chances with



GOODS



If you find any line unsaleable return to us and we will refund purchase price.



Morrill Pattern—Saw Set

Get
"Red Devil"

Goods. They mean good profit for you and satisfaction to your customers

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING

Complete Plants for making ELECTRIC WELDED CHAIN

Up-to-date AUTOMATIC MACHINES for

making: BOLTS, COTTER PINS, CUT NAILS and

TACKS, FURNITURE

SPRINGS,

HINGES, NAILS,

RIVETS, SCREWS

STAPLES, WIRE NAILS

QUADRANGULAR

MESH WIRE NETTING

WIRE STRAIGHTENING

and CUTTING MACHINES ETC

SEND YOUR ENQUIRIES.

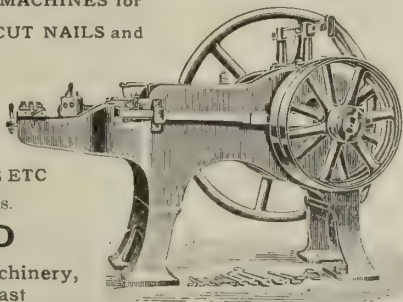
ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England

Cable Ad: 'Filières, Manchester'

Code used--A.B.C., 5th Edition



RIVET PRESS

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

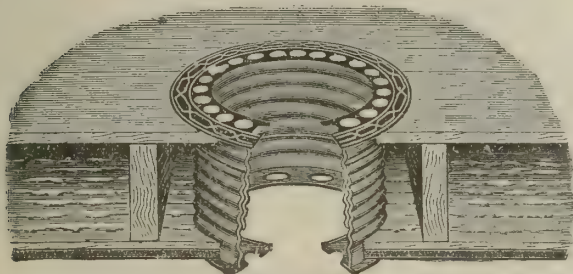
We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON, MONTREAL

ALL YOUR CUSTOMERS WILL WANT THIS SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY
J. SAMUELS, - - - - - TORONTO, ONT.



LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties,
Rope Traces, Hay Ropes,
Tow Ropes, Tent Ropes,
Hammock Ropes.

If your Jobber won't
supply them write us

CANADIAN ROPE BUCKLE

CO. Hamilton
Ontario

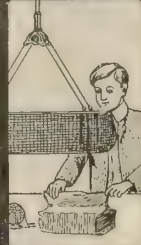
CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

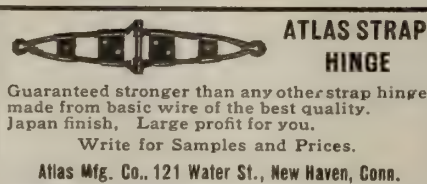
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felice Plates,

CLIPPERS.



HINGES.



TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

BOILERS.



HARDWARE MEN
Put in a stock of
FEED COOKERS
Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOL HOLDERS.
OUR OFF-SET TOOL HOLDERS
Have extra large head, cutter and screw. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. U. S. A.
CHICAGO

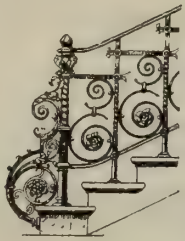
IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

When writing advertisers kindly mention having seen the advertisement in this paper



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

**New Designs
Low Prices**

**DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO**

The "Lucky Grip" Bent Trimmer Shear

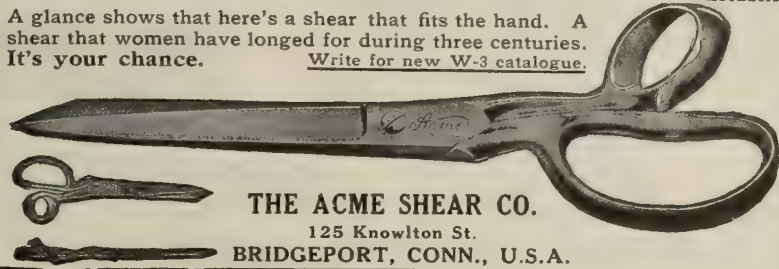
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross



HERCULES

SASH CORD

BUY THE BEST

**Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine**

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

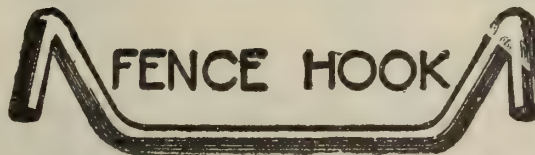


Made by

A. SHAW & SON, - **London, Eng.**
GODFREY S. PELTON & SON, Canadian Agents, **MONTREAL**

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - **London, Ont.**



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd., New York**

When writing advertisers, kindly mention having seen the ad. in this paper.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited
WINNIPEG

PEASE FOUNDRY COMPANY LIMITED
TORONTO

PEASE PACIFIC FOUNDRY, Limited
VANCOUVER



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he **REALLY WANTS.**

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

"It's in the Steel (which is better) and in the tempering (which is our secret process) that's why "Morrow" Drills are so wonderful."

"Morrow" Drills have astonished machinists all over Canada and wherever we have tested them in competition with other drills, "Morrow" Drills have outclassed all others."

We are obliged already to double our drill manufacturing plant and are rushing the building of the additional machinery with all possible speed.

Also longest makers in the Dominion of Set and Cap Screws, Finished and Semi-Finished Nuts.

"The Accurate Kind"

JOHN MORROW SCREW & NUT COMPANY, LIMITED
INGERSOLL ONTARIO
"All good jobbers carry the Morrow Products"

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

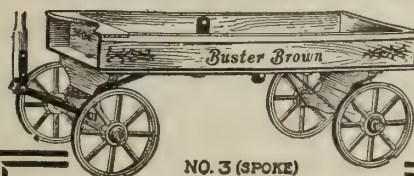
BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



**The Woodstock Wagon &
Mfg. Co., Limited**
WOODSTOCK, ONTARIO

ARE YOU GOOD AT PICKING WINNERS?

We can give you
a **SURE TIP.**

Lay in a stock of Erma-line Cooking Bags. Display some of the handsome signs which we will send you, and then watch the interest which will be created. You will be sending us repeat orders before you know it. Sales are certain.


Free samples will be sent on request.

Don't dally any longer —
drop a postcard **TO-DAY.**

Edward Lloyd
Limited

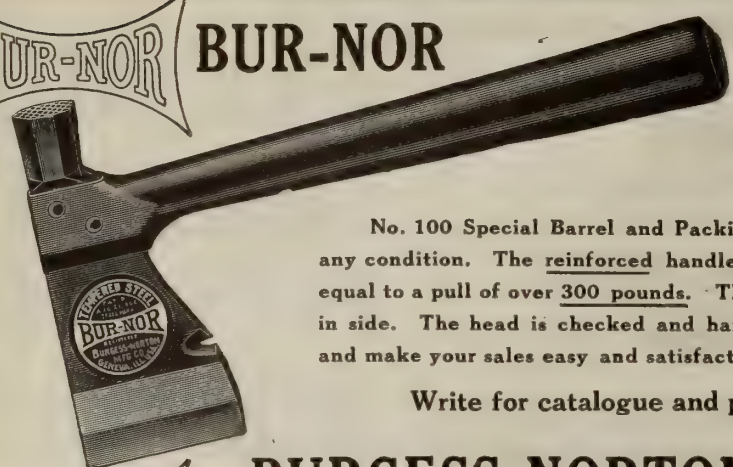
508 Eastern Townships Bank Bldg.
MONTREAL

: Watch the Condensed Ad. Page :



BUR-NOR


BUR-NOR



HATCHETS

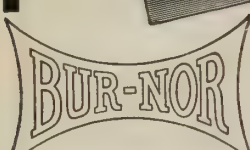
**ARE BUILT
FOR SERVICE**

BUR-NOR

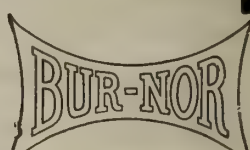


No. 100 Special Barrel and Packing Hatchet (see cut) will give good service under any condition. The reinforced handle (fifty per cent. stronger than wooden handle) is equal to a pull of over 300 pounds. The blade is tempered in oil and has nail pull milled in side. The head is checked and hardened. These features appeal to every customer and make your sales easy and satisfactory.

Write for catalogue and prices to-day. Who's your jobber?



BURGESS-NORTON MFG. CO.
GENEVA, ILLINOIS
U. S. A.



IT'S QUALITY AND ADVANTAGES THAT MAKE

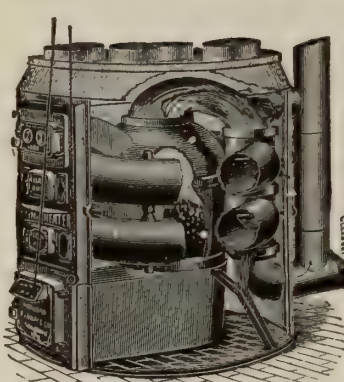
CANADIAN

HOWARD

**DOUBLE
RADIATOR**

FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

THE COMING CINDER SIFTER

Every one sold leads to other sales. More sold to date than all last Winter. We want a good, live Hardware Merchant in every town to take up the sale of the best Ash Sifter ever placed on the market.

Your better class of trade demands one and will pay the price. You can guarantee

The Burrowes' Patent DUSTLESS ROCKER CINDER SIFTER

to be dustproof. Attached scuttle and double rims make it so; 2 screens, coarse and fine, save all good fuel. Cannot clog. Plenty of room for ashes to spread. Rocks like a cradle. Mostly self-acting. 3 or 4 racks separates the good fuel, which can be dumped in scuttle without any dust escaping. Convenient, light. Made of stout galvanized iron, galvanized screens and angle iron rockers. The extension of rockers carries the scuttle. Screens replaced for 15c.

Write for prices, etc., to your wholesale house, or

THE BURROWES MANUFACTURING COMPANY
TORONTO, ONTARIO



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANTED AD. in this paper.

The Smoke Goes Up The Chimney Just The Same

even if Stove Pipe is entirely dispensed with. But if the comfort of the family is to be considered it is imperative to use close fitting Pipes and Elbows; and with this fact in view our lines of Stove Pipe sundries are made to fit perfectly.



Made Up and Patent Stove Pipes
From 3 in. to 8 in.
EVERY LENGTH FITS



Stove Pipe Elbows
3, 4, 5, 6, 7 and 8 inches
In two Styles—Cooper and O.H.

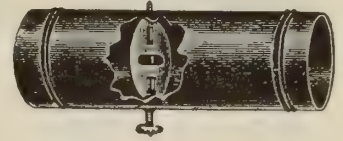


Dampers, Cast Iron, Steel, all sizes

ORDERS FOR THESE LINES CAN BE
FILLED COMPLETELY AND PROMPTLY

ORDER NOW

E. T. Wright & Co., HAMILTON CANADA
(H. G. Wright)



Damper Lengths—all sizes.
Tees, Tapers, Chimney Caps, etc.



Stove Pipe Collars
from 3 in. to 8 in.
Also Reducers, Plugs, Flue
Stoppers, etc.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B.C.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

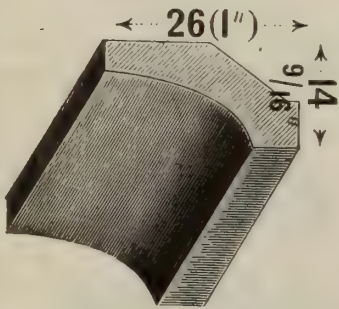
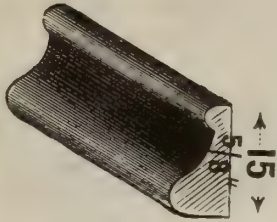


CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works:
Lachine Canal

A FEW
OF A VARIETY OF OVER
One Hundred Ornamental Sections
From Which To Make Your Selection

WE CARRY A LARGE
STOCK AT MONTREAL



WRITE US FOR CATALOGUES, PRICES, ETC.

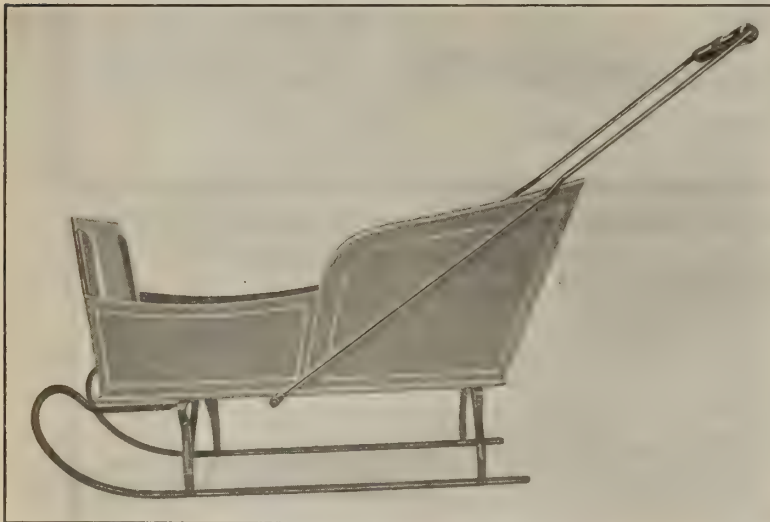
STEFFENS & NOLLE, LIMITED

Exclusive Agents For Canada

For L. Mannstaedt & Cie.

77 BEARDMORE BLDG. -- MONTREAL, QUE.

No. 6
CHATHAM CHILD'S CUTTER



Is of a construction that ensures perfect satisfaction to every user. Wide-awake dealers can make good money. Act at once.

Has deep, warm body. Nicely finished in bright red or dark green.

Price per dozen, \$84.00.

Write for discounts and full information.

THE CHATHAM MALLEABLE & STEEL MFG. CO., CHATHAM, ONT.



KERNCHEN BUILDING VENTILATORS

Write for Pamphlet and Particulars. It works on the Siphon Principle

The Brantford Oven & Rack Co., Limited.
Brantford - - - Canada

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	87	Delta File Works	23	Lowe Bros., Ltd.	55	Richards Wilcox Mfg. Co.	4
American Bolt & Screw Case Co.	30	Directory of Manufacturers	87	Lufkin Rule Co.	Inside back cover	Robertson Mfg. Co., Ltd., P. L.	96
American Shearer Co.	86	Dominion Cartridge Co.	34	Lundy Shovel & Tool Co.	77	Ross Rifle Co.	96
Armstrong Bros. Tool Co.	86	Dominion Iron & Steel Co.	34				
American Grinder Mfg. Co.	24			McArthur, Alex., & Co.	61	Samuel, M. & L., Benjamin & Co.	83
American Wringer Mfg. Co.	78	Dorken Bros.	8	McClary Mfg. Co.	21	Samuels, J.	85
Angle Mfg. Co.	4	Double Claw Hammer Co.	32	McDougall, R., Co.	72	Saskatchewan Glass & Supply Co.,	88
Atkins & Co., E. C.	88	Dougall Varnish Co.	69	McGlashan-Clarke Co., Ltd.	61	The	23
Atlas Mfg. Co.	86			McKinnon Chain Co.	60	Schramberger Uhrfedernfabrik	87
Ashdown, J. H., Hdw. Co.	86	Enterprise Enamel Co.	14	Magnolia Metal Co.	22	Seymour, Henry T., Shear Co.	87
		Enterprise Mfg. Co.	18	Maple City Mfg. Co.	81	Sharrat & Newth	87
				Martin-Senour Co.	69	Shaw, A., & Son	87
Auto Controller Co., The	88	Fisk Publishing Co.	84	Maxwell, D., & Sons	76	Sheet Metal Products Co.	2
Aylmer Pump & Scale Co.	82	Ford Auger Bit Co.	70	May & Padmore	1	Sherwin-Williams Co., The	67
Barber Asphalt Paving Co.	5	Fox Supply Co.	26	Meakins & Sons	73	Shurly-Dietrich Co., Ltd.	91
Barnett, G. & H.	80			Metallic Roofing Co.	19	Simonds Canada Saw Co.	81
Barton Netting Co.	76	Galt Art Metal Co.	11	Metal Shingle & Siding Co.	21	Smith Mfg. Co., Jas.	4
Belleville Hdw. & Lock Co.	71	Garlock Packing Co.	83	Millers Falls Co.	20	Smith Hardware Co.	85
Bemis & Call Hdw. & Tool Co.	84	Gillette Safety Razor Co.	83	Mitchell & Co., David	86	Sorby & Sons, Robt.	32
Berry Bros.	73			Moore & Co., Benjamin	63	Southington Mfg. Co.	86
Bosse & Banks	86	Gipe Hazard Store Service Co.	85	Morris & Bailey Steel Co.	10	Spear & Jackson	93
Bowser, S. F., & Co., Ltd.	59	Goodell-Pratt Co.	74	Morrison Brass Mfg. Co.	13	Spooner, Alonzo W., Ltd.	86
Brandram-Henderson, Ltd.	57	Greening, B., Wire Co.	10	Morrow, John, Screw Co.	89	Standard Chain Co.	10
Brand, Ed.	85	Griffith, Geo. L., & Sons	12	Myers & Bro., F. E.	89	Standard Paint & Varnish Co.	66
Brantford Oven & Rack Co.	92	Gutta Percha & Rubber Mfg. Co.	13			Standard Silver Co.	15
Brown Boggs Co., The	20			National Cash Register Co.	9	Stanley Rule & Level Co.	76
Buck Stove Co., Wm.	14			National Hardware Co.	74	Steel Co. of Canada, Ltd.	6
Buffalo Mfg. Co.	30	Hamilton & Son, C. J.	16	National Mfg. Co.	Outside back cover	Steel Trough & Machine Co.	20
Burrow Stewart & Milne	30	Hamilton Stamp & Stencil Wks.	86	Newman, W., & Sons	86	Steffens & Nolle, Ltd.	32
Burgess Norton Co.	90	Hamilton Cotton Co.	87	Nicholson File Co.	81	Stephens, G. F., & Co.	33
Burrowes Mfg. Co.	90	Harrington & Richardson Arms Co.	77	Nickel Plate Stove Polish Co.	84	Stevens Hepner & Co.	32
		Harris, J. W., Co.	68	Norcross, C. S., & Sons	32	Stewart, Jas., Mfg. Co.	27
Cameron & Campbell	86	Heller Aller Co.	22	Norworthy Co., C.	90	Still, J. H.	18
Canada Foundry Co.	84	Heinisch, R., Sons Co.	61	North Bros. Mfg. Co.	1	Stover Mfg. Co.	80
Canada Glue Co.	11	Hobbs Mfg. Co.	68	Nova Scotia Steel & Coal Co.	89	Stratford Mfg. Co.	30
Canada Metal Co.	78	Hohlfeld Mfg. Co.	5				
Canada Steel Goods Co.	8	Howland, H. S., Sons & Co.	7	Oakey, John, & Co.	70	Tallman Brass & Metal Co.	84
Canada Wire & Iron Goods Mfg. Co.	82	Hutton, Jas., & Co.	84	Ohio Foundry Co.	24	Thompson, B., & S. H.	82
Canadian Carbon Co.	74	Imperial Oil Co., Ltd.	25	Ontario Lantern & Lamp Co., Ltd.	75	Toronto Plate Glass Importing Co.	61
Canadian Copper Co.	70	Imperial Varnish & Color Co.	55	Otterville Mfg. Co.	84	Toronto Silver Plate Co.	22
Can. Fairbanks-Morse Co., Ltd.	16	International Varnish Co.	71	Owen Sound Steel Press Wks.	72	Townsend & Co., S. P.	16
Canadian Ferrosteel Co.	16			Owen Sound Wire Fence Co.	80		
Canadian Hart Wheels	86	James & Reid	86	Parmenter Bullock Co., The	86	Walker Bin & Store Fixture Co.	79
Can. Heating & Ventilating Co.	23	Jamieson & Co., Ltd., R. C.	86	Pease Fdry. Co.	87	Want Ads.	64
Canadian Oil Cos.	66	Jardine, A. B., & Co.	89	Peterborough Lock Co.	72	Western Distributors, Ltd.	86
Canadian Tube & Iron Co.	91	Kampfe Bros.	26	Pinchin-Johnson & Co., Ltd.	59	Wheeler & Bain	15
Can. Rope Buckle Co.	85	Kuhne, Anderton Mfg. Co.	14	Rittsburg Lamp Brass & Glass Co.	93	White Mop Wringer Co.	70
Caverhill, Learmont & Co.	31	Laidlaw Bale Tie Co.	76	Pink, Thos.	29	Whitman & Barnes Mfg. Co.	79
Chatham Malleable & Steel Mfg. Co.	92	Leslie & Co., A. C.	33	Ramsay, A., & Sons Co.	66	Wilkes-Martin-Wilkes Co.	84
Chicago Spring Butt Co.	72	Lewis Bros., Ltd.	3	Raymond Bros.	86	Winnipeg Paint & Glass Co., Ltd.	65
Collette Mfg. Co.	22	Lloyd, Ed.	89	Reynolds & Jackson	76	Woodstock Wagon & Mfg. Co.	89
Cowan & Britton	17	London Bolt & Hinge Works	85	Remington Arms Mfg. Co.	34	Wright, E. T., & Co.	91
Cumner-Dowsell, Ltd.	17	London Foundry Co.	77	Rice, Knight, Ltd.	82		
Davidson, Thos., Mfg. Co.	26	London Rolling Mill Co.	70			Yale & Towne	29
Dennis Wire & Iron Co.	87						



LEAF DOG

Spear & Jackson

Makers of High Grade

Saws, Files and Edged Tools



MERMAID

Before you restock articles above mentioned, write us for prices and particulars regarding our **QUALITY LINES**. You cannot handle goods that give better service or better satisfaction.

Our excellent manufacturing facilities, combined with the work of skilled workmen enable us to produce the highest quality goods at a reasonable price.

Let us tell you all about them—write for catalog and particulars.



British Empire Tool Sets

Spear & Jackson, Limited

SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada
CORISTINE BUILDING, MONTREAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
- Lanterns.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- McGregor Banwell & Co., Walkerville.**
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
- Lawn Swings.**
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
- Lightning Rods.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos., & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Tallman Brass & Metal Co., Hamilton**
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Dennis Wire & Iron Co., London, Ont.**
- Metal Shingles, Siding, Etc.**
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Metal Polish, Emery Cloth, Etc.**
Oakley, John, & Sons, London, Eng.
- Metal Stove Fronts.**
Canada Foundry Co., Ltd., Toronto.
- Mop Holder.**
Theo. J. Ely Mfg. Co., Erie, Pa.
- Mop Wringers.**
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
- Nails, Wire.**
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Wright, E. T. & Co., Hamilton, Ont.**
- Oil Stones.**
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
- Oil Tanks.**
Bowser, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pliers.**
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pruning Knives.**
International Tool Co., Detroit.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
F. E. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
- Razor Blades.**
Schramberger, Uhrfedernfabrik, Schramberger, Germany.
- Razor Hones.**
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
- Razor Straps.**
J. R. Torrey & Co., Worcester, Mass.
- Registers.**
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
- Rivets.**
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Roofing Supplies.**
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Luffkin Rule Co., Windsor.
- Saws.**
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
- Scythe Stones.**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Shellacs.**
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Silverware.**
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Sramotor Co., London.
- Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
- Steel Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
Herod Machine & Stamping Co., Brantford.
- Store Ladders.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
Luffkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
International Tool Co., Detroit.
- Tools, Metal Workers'.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.
- Vises.**
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
- Wall Plaster.**
Manitoba Gypsum Co., Winnipeg.
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Wire Guards.**
B. Greening Wire Co., Ltd., Hamilton.
- Wire Door Guards.**
B. Greening Wire Co., Ltd., Hamilton.
- Wire, Iron, Steel, Brass and Copper.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Mats.**
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.
- Wood Finishers.**
Berry Bros., Walkerville.
- Wrenches.**
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

SPORTING "ROSS" RIFLES ARE UNSURPASSED IN POWER AND ACCURACY



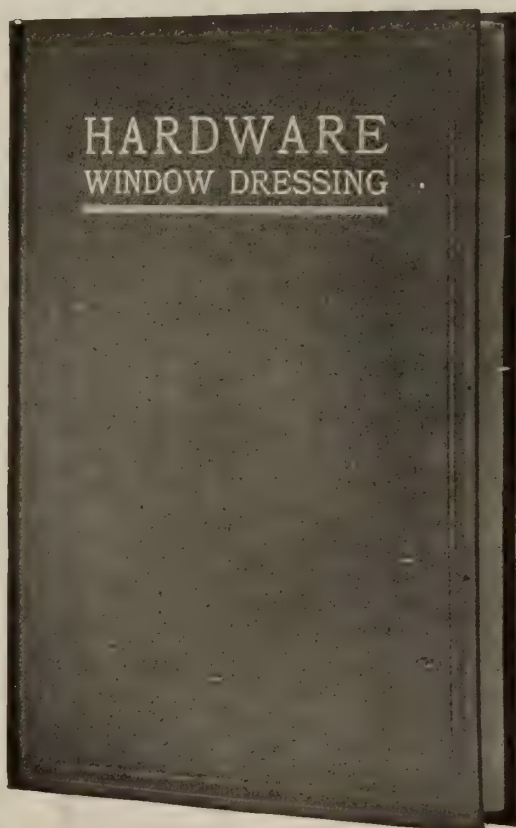
Sales of Ross Sporting Rifles have largely increased. Are you getting your share of this trade?

The Ross High Velocity .280 retails at \$70.00, and is attracting much attention in every big game country of the World.

It is the best sporting rifle to own, and it is a good rifle to sell. There is a fair percentage to the dealer, and the \$70.00 sale takes no longer than the selling of a \$10.00 shot gun.

You surely have some customer willing to pay the price for a good article. Have at least **one** of this Model to tempt him with. "Ross Rifles" are beating records everywhere just now, and it's a good time for you to show them.

ROSS RIFLE CO. - QUEBEC



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

HARDWARE AND METAL

DOMSTEEL

Wire Products

**"From Ore to
Finished Product"**



**Nail Wire, Rivet Wire, Annealed Wire,
Straightened and Cut to Length**

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our High Grade Steel Products are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron and Steel Co., Ltd.,

**HEAD OFFICE AND WORKS:
SYDNEY, N. S.**

Sales Offices: Sydney, N. S., and 112 St. James St., Montreal



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

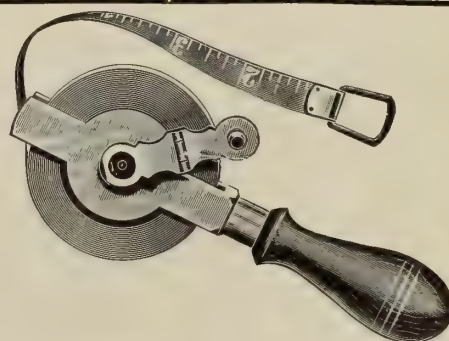
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

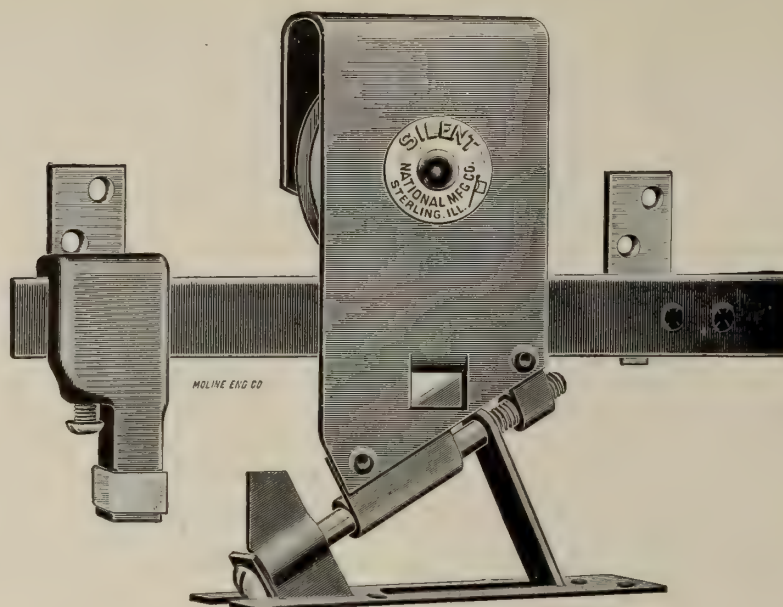
LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, **WINDSOR, ONT.**



CATALOGUE
ON REQUEST



“SILENT” PARLOR DOOR HANGERS ARE EASY TO HANG

The most popular feature of this hanger is the ease with which it can be attached to the door. The flexible hinge joint allows the hanger to adjust itself to the top of the door whether square or not. Saves planing top of door to square it up.

Other features are the long adjusting screw with spring-lock nut at the end to keep it from working loose; fibre tread roller-bearing, noiseless wheels; rubber tipped stop and jump-preventing construction.

*Send for our catalog, price list and agency terms.
They're interesting.*

NATIONAL MANUFACTURING CO.
STERLING, ILLINOIS

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV,

Publication Office: Toronto, Canada
November 2, 1912

No. 44

Take Two Brushfuls Of Paint

One of "High Standard" and one of any other brand—and see for yourself

How much easier "High Standard" is to apply.

How much further "High Standard" goes.

AN ANALYTICAL INSPECTION OF TWO PAINT SURFACES

Then take a magnifying glass and inspect the work.

Notice the lack of brush marks on the "High Standard" surface.

Notice the smooth uniformity of "High Standard" Paint

in marked contrast with the coarse, uneven texture of the other.

More minute inspection will reveal the "High Standard" surface to be more uniform in evenness of film; all particles blocked together—an important characteristic, by reason that a surface of uniform coating will fail uniformly by long, gradual wear, leaving the surface in better condition for repainting.

If you would profit most by selling the paint that serves best—investigate "High Standard."

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Low Brothers
LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
KANSAS CITY BOSTON



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.



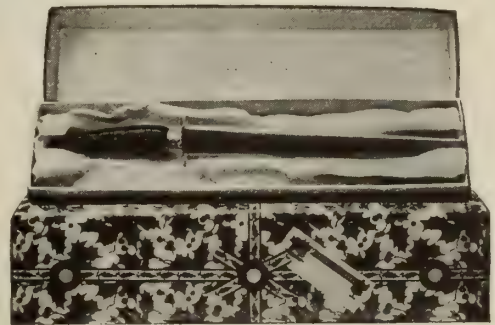
Sell the Woman of the House a Carborundum Knife Sharpener

Turkey carving time is here, so there is a demand in every household for a Carborundum Knife Sharpener. The demand is great—the market big—the profit well worth while. Make the Carborundum Knife Sharpener one of your November specials—show them in your display windows—on your counters—let your customers know you have them, for they are going to read about them in the big popular magazines.

You can order the sharpeners now—all wrapped in holly paper—sealed and ribbon-tied for the Christmas trade, or in neat attractive cartons for display work. There are two styles of the sharpeners—round or octagonal—with wood or genuine stag handle. **ORDER NOW.**

Do your Sharpening Stone Profits show that you are a Carborundum Dealer? Let us tell you about our Big Free Display Case Offers.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, NEW YORK



Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



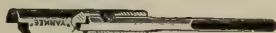
Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE



These
will bring you
**CHRISTMAS
TRADE**

"YANKEE" TOOLS

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

(3)

KEEP A FEW OF OUR "Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end. The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases. The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—
Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.
Write for particulars at once.



TRACK OR TRIP
JACKS



AUTOMATIC
LOWERING JACKS

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA

The S.M.P. NEW STYLE Machine Oilers

Made with large filler opening 1½" diameter



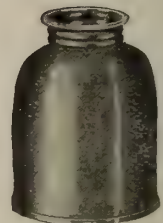
No. 690
MOWING OILER

Plain, Copper Plated.

Japanned and Stencilled.

Packed one dozen in a box.

Prices on application.



No. 675
THRESHING OILER

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY
TORONTO

MONTREAL

WINNIPEG

When Snow Falls

The Sale of Sleighing Goods Commences.
Winter Sporting Goods Begin to Move.



Can You Handle this Business?

Are **Your** Stocks and Assortment Complete on



Send for
Our No. 46 Sporting
Goods Catalogue
There's money in it

We carry all Styles of Bells, Straps and Chimes.

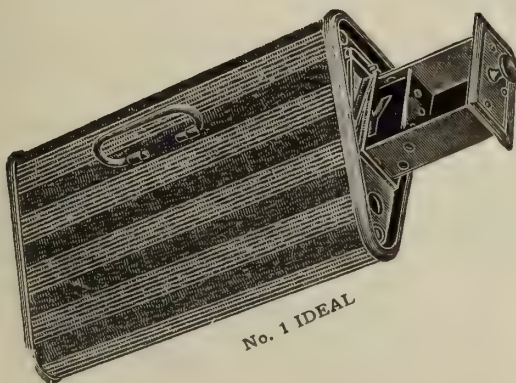
Every one
of these
Lines?

If not, make up
an order and send
it in to us to be
sure you will have
the goods when
you need them.

Consider Every Item Seriously.

Sleigh Bells
Horse Blankets
Carriage Heaters
Sleds, Skates
Snow Shoes
Hockey Sticks
Snow Shovels
Weather Strip
Ash Sifters
Game Traps

CARRIAGE HEATERS



No. 1 IDEAL

Will show a big increase in sales this year.
We sold a great many more last year than at any previous season.
They make winter sleighing a joy.
They increase the liveryman's comfort and profit.
Make cold weather driving comfortable.
They keep the feet warm at the hockey game.



PETTY COAL
Burns without smoke or gas.



Have **you** been selling Carriage Heaters? If not, put these in stock NOW and you will wonder why you have not always sold them. They sell well and give perfect satisfaction.

They are Effective, Extremely Simple and Very Attractive. Every Sleigh, Automobile, Carriage and Waggon should be equipped with one or more. A Great many in your locality will be sold, if you display them and show them to your customers, explaining the comfort they afford.

Our Line of Boy's Steel Sleds is another Big Seller; Have you an Assortment of them?

Have You Our
No. 43 Cutlery Catalogue?

DON'T WAIT TOO LONG AND—BE TOO LATE

Have You Our
New "WANT BOOK?"

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

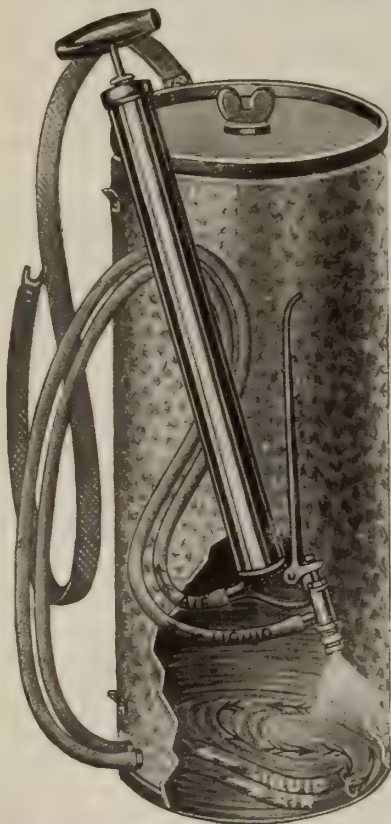
TORONTO

VANCOUVER



THE SIMPLEX MAN

Simplex Sprayers Are Swift Sellers



Simplex Sprayers excel all others in simplicity, durability and efficiency. The "Simplex" is the only sprayer equipped with an Automatic Agitator which prevents the solution from settling in the tank.

Simplex Sprayers retain an even pressure at all times as the pump is under perfect control of the operator. Spreads Cold Water Paint evenly and without waste. One man with a "Simplex" can do the work of six men with brushes.

Simplex Sprayers Involve Scientific Principles
That Are Acknowledged and Appreciated by All Users

Mr. Jobber:

Write to-day for special proposition on exclusive territory, together with explanation of—

The Simplex Plan

by

"The Simplex Man"

Mr. Dealer:

Let us show you how you can increase your sprayer business. Remember — The "Simplex" is a trade builder. Write for our proposition to-day.

JAMES H. CUMMING & CO., INC.

SALES MANAGERS

Monadnock Block, Chicago, U.S.A.

WINNIPEG

SAN FRANCISCO

NEW YORK CITY

NOTE: The recent sharp reductions made in the price of all electrical irons is a well merited compliment to the wonderful New FANSTEEL.



—AND THIS YEAR IT'S “AN ELECTRIC IRON XMAS”

The holiday season of 1912 will be remembered for years in hardware and electrical circles as an **Electric Iron Christmas**.

The nation-wide movement now making ready a rich harvest for wideawake dealers originated in the Chicago offices of James H. Cumming & Company.

Here's the idea—to feature electric irons throughout the season in every conceivable way. The mass-effect of thus concentrating on one fast-seller is irresistible.

There's a handsome profit—a repeat profit—in electric irons that are strictly modern and strictly right.

The “Fansteel” iron, thanks to its complete control of the wonderful new heating element Fansteel, is a notable example of repeat profit.

Naturally, knowing what we do of this famous iron that sold up to and over 100,000 the first hundred days of its life, we'd rather you'd feature the “Fansteel” iron in your window displays and other holiday advertising.

But that's up to you. We're glad to devote our advertising space to just remind you of the advantages of featuring all good electric irons this year.

There's a Christmas clean-up open to you—and we're perfectly willing to have all good electric irons share in bringing this about.

Let us help you plan your Xmas window display, Mr. Dealer. We'll guarantee you'll be glad you put it up to us.

Write us to-day for “That Simple Selling Scheme.”

James H. Cumming & Co., Inc., Sales Managers, Monadnock Block, Chicago, U. S. A.

WINNIPEG

SAN FRANCISCO

NEW YORK CITY

NOTE: The recent sharp reductions made in the price of all electrical irons is a well merited compliment to the wonderful New FANSTEEL.

**THE
STEEL COMPANY OF CANADA
LIMITED**

**White Lead
Tiger Brand
100% Pure**



Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Samson Ready Roofing

The quality of Samson Ready Roofing has been repeatedly demonstrated. It protects perfectly all buildings on which it is used. Easy to apply, anybody can put it on. It comes in rolls, with nails and cement enclosed.

Weatherproof

Samson Ready Roofing is ideal for Porch Roofs, Cottages, Barns and all Farm Buildings. Samson Ready Roofing is Guaranteed to Give Satisfaction.

Send us your orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

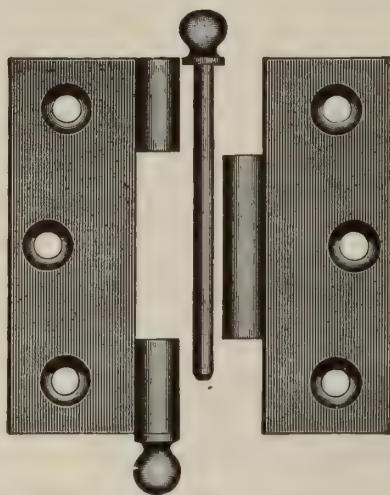
WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



Crescent Brand HARDWARE



Butt Hinges

Strap Hinges

Tee Hinges

Barn Door Hangers

Parlor Door Hangers

Trolley Hangers

Hinged Hasps

Shelf Brackets

Wrought Staples

Rollston Pulleys

Gate Hooks

Wagon Hardware

Etc. Etc. Etc.

Steel Sheets

Bands

Bars

Rods

Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

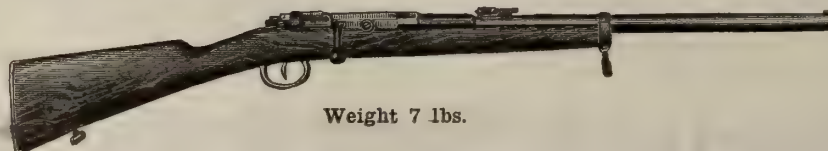
-

CANADA

Hardware Dealers, Does This Interest You? Fifteen Dollar Rifles For One-Third Of The Price. We Are Offering a High Grade Single Shot Rifle For The Above Price. Order a Sample To-day And Be Convinced Of The Wonderful Value Of This Rifle.

Single Shot Rifle "Mauser" Model 71 Converted

Bolt Action
Caliber 11 m-m
or 43



Weight 7 lbs.

The Breech Block,
Lock and all work-
ing parts are made
of Fine Tool Steel.

Used, but transformed into a Sporting Rifle. Guaranteed Satisfactory and in perfect order. This rifle will stand all kinds of hard usage, and is almost Indestructible. You will not shoot from a finer Rifle, no matter what price you may pay. Nothing but the very best of material and workmanship has entered into these rifles. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. You will find this a splendid rifle for large game. It shoots accurately, and has great carrying distance. Very strong and light in weight. A safety lever locks the rifle, so that it cannot be fired, nor the breech block opened until the lever is released; this device makes it absolutely safe. Order a few at once; they won't last long.

McGILL CUTLERY CO., REG'D

P.O. BOX 580

MONTREAL, CANADA



Write To-day for Illustrated
Matter, Discounts, etc.

SPECIAL OFFER
A \$25 Vacuum Cleaner
YOU CAN SELL FOR
\$18.00

Let us send you our FREE illustrated booklets and full particulars about the high grade, high suction power

Onward Automatic Vacuum Cleaner
You Can Sell It For \$18.00

and make a big profit. We guarantee it to be superior in suction power and durability to any other \$25 cleaners. It is easy running, attractive in appearance—built for hard service and guaranteed to give perfect satisfaction.

MANUFACTURED BY
ONWARD MFG. CO.
BERLIN, ONTARIO

Largest Manufacturers of Hand and Electric Power Vacuum Cleaners in Canada.

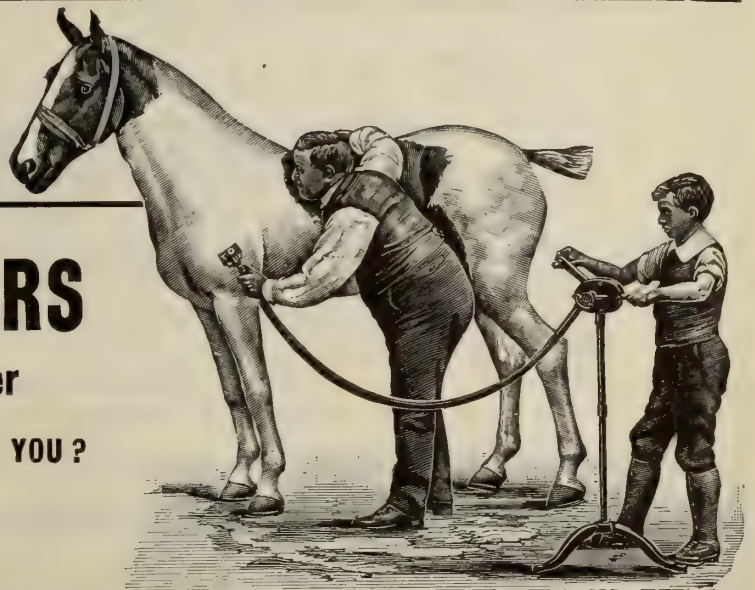
BURMAN'S CLIPPERS

Are Sold Only Through the Dealer

IS THIS PROTECTION WORTH ANYTHING TO YOU?

BARBERS' CLIPPERS
HORSE CLIPPERS
POWER CLIPPERS
SHEEP SHEARING MACHINERY
CLIPPERS OF ALL KINDS


All clippers have cut gears and interchangeable parts. Stock carried in Montreal.



**SOLD BY ALL JOBBERS
TO THE
TRADE ONLY**

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA



WIRE ROPE

We manufacture different rope for different purposes.

SWEDISH CHARCOAL
MILD PLOW STEEL
ACME BRAND

CRUCIBLE CAST STEEL
BEST PLOW
GALVANIZED SIEMENS-MARTIN
GALVANIZED STRAND

Write for Catalogue.

State kind of rope required
or purpose to be used for.

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. - - - MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

About Plymouth Rope—

An Old Jobber's Salesman Writes

"I have quit the road and gone into retail business: carry nothing but Plymouth Rope."

He got his tip on the road. Plymouth rope *stayed* sold with his dealer customers—it *must* have satisfied *their* customers.

This consumer satisfaction with Plymouth rope is the feeling that users *everywhere* have for *good* goods.

Your success depends on selling just that kind of good—the better they are, the greater your success.

Take a tip yourself from the experiences of *Plymouth* dealers in your own section. The Plymouth distributor's salesman will tell you about them.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg
and Vancouver.



The Mark of Leadership

EDGE TOOLS

**AXES, HAMMERS, PICKS,
MATTOCKS, LUMBERING TOOLS, ETC.,**

of the Highest Quality.



MATTOCK

**Write For
CATALOG**

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

**ALLAN HILLS' GOODS PAY
AN ATTRACTIVE PROFIT**

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

The Value of a Reputation

The greatest business asset which any firm can possess is a reputation for the continued maintenance of superior quality, efficiency and high standards for their products.

A forceful illustration of this statement is contained in the simple lines of a postal recently received requesting a copy of a book we publish.

"Dear Sirs:

Knowing the value of 'DISSTON' tools from the practical experience of twenty-five years' use, I feel sure that your 'Farm Tool Book' would contain something that would enable me to take better care of and get better results from the use of 'DISSTON' tools and implements."

Only a few words—yet note the *confidence* they show in everything that is DISSTON. The reputation which has been built up for this name during the many years it has stood for all that is best in saws and tools, carries with it all the recommendation a man requires.

"Here is a new tool," says the dealer.

"Is it a reliable tool?" inquires the customer as he takes it in hand to examine.

"There is the DISSTON Brand," quickly answers the dealer, in a tone which implies plainly: That settles it!

And it does. A sale is more easily made when a DISSTON Brand saw, tool, or file is before the customer, for, to quote another correspondent:

"Ever since we were boys, we remember the good old DISSTON Saws, the kind with the applewood handle and the little notch filed in the heel by which many woodworkers could tell the genuine from the *imitation*. And even as we are dictating this letter we hark back a good many years to the time when we heard a 66-inch DISSTON Saw, tuned up to 700 revolutions per minute, and wading through Pennsylvania white pine on a 6-inch feed. *There was quality in those saws.*"

There's quality in them *to-day*—quality that has kept pace with the ever-increasing requirements. We know the value of a reputation and guard ours jealously.

*Quality
Tells*

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

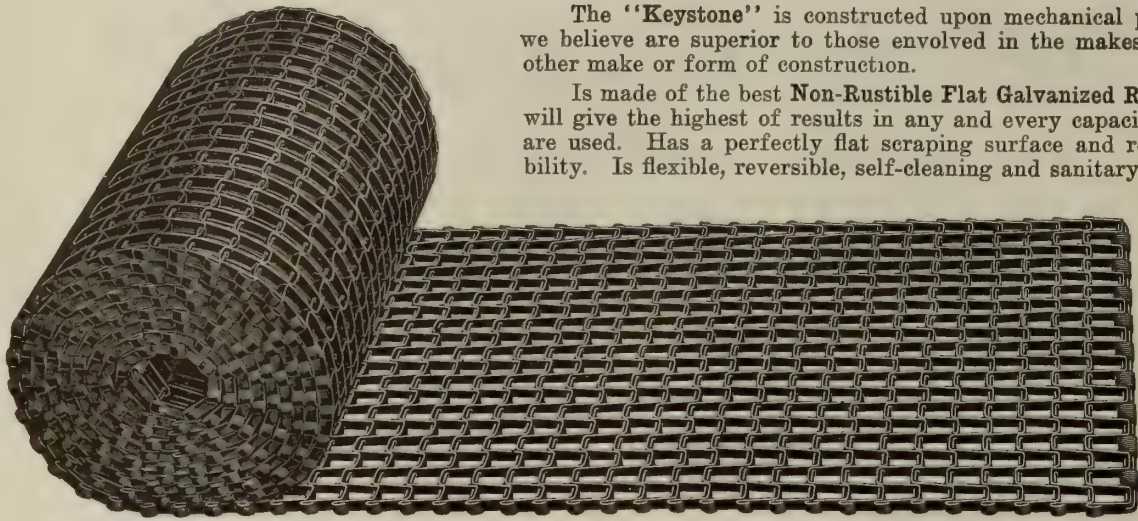
PHILADELPHIA, U.S.A.

REPRINTED FROM
THE DISSTON CRUCIBLE
OF MAY, 1912

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are superior to those evolved in the makes of any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

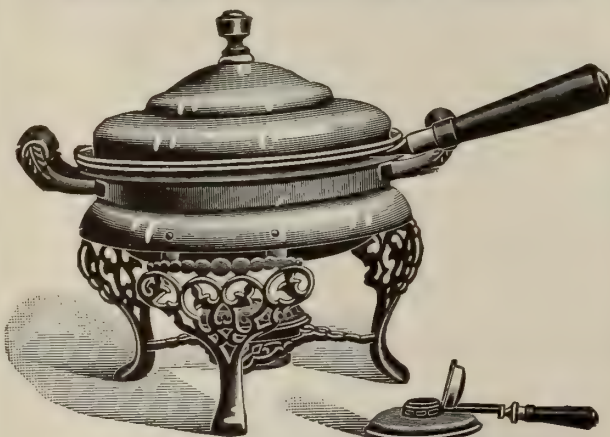
Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

THERE WILL BE A LARGE DEMAND FOR THE CORONA ROASTER

AFTER ONCE INTRODUCED



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.

A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean. ABSOLUTELY GUARANTEED and backed by our long retained reputation for HIGH QUALITY.

Write us for catalogue and full particulars.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

No Better Business Than to Please the Cook!

Some **Hero Quality** Suggestions

ALUMINUM WARE



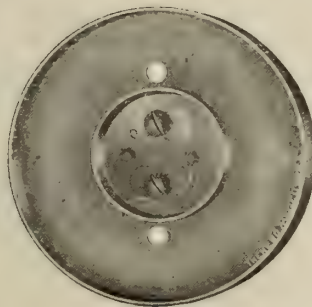
No. 767

T-Pot Tea Ball—Designed to Brew Enough Tea for Six Good Cups. Extra Large Perforations.



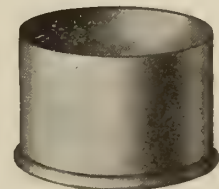
No. 753

Combination Doughnut, Biscuit and Cookie Cutter, Interchangeable.



No. 761

Butter Mould, Fleur-de-lis Design. Polished Hardwood handle.



The Hero Manufacturing Co.

P.O. STATION K.



PHILADELPHIA

MAGNOLIA



Will Run With WATER As A Lubricant

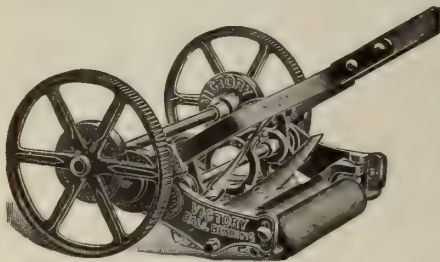
The U.S. Government Tested It With Water Up To 600 Lbs. Per. Sq. Inch.
490.58 Revolutions Per Minute.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE & FACTORY, 225 St. Ambroise St., Montreal



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

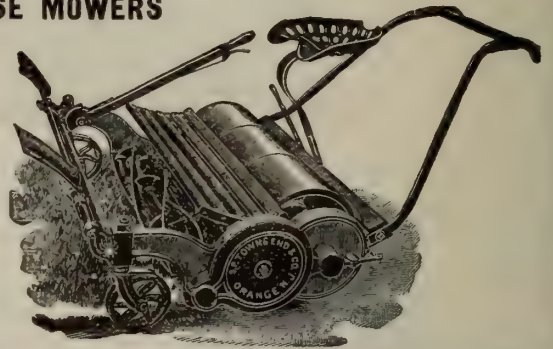
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

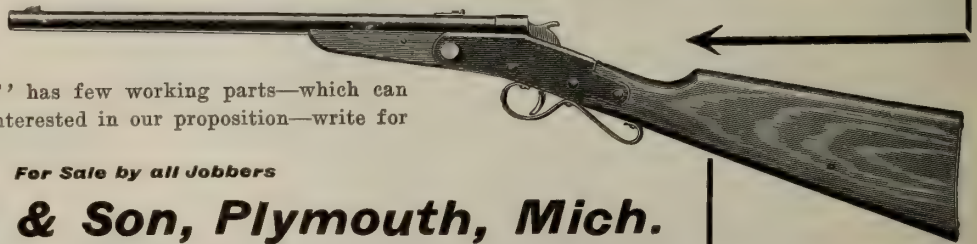


You Can Hit the Increased Prosperity Mark By recommending and selling the **HAMILTON RIFLE**

The "HAMILTON" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "HAMILTON" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.

For Sale by all Jobbers

C. J. Hamilton & Son, Plymouth, Mich.



**Do You Want Your
Orders Filled Quickly?**

If so, send them to us.

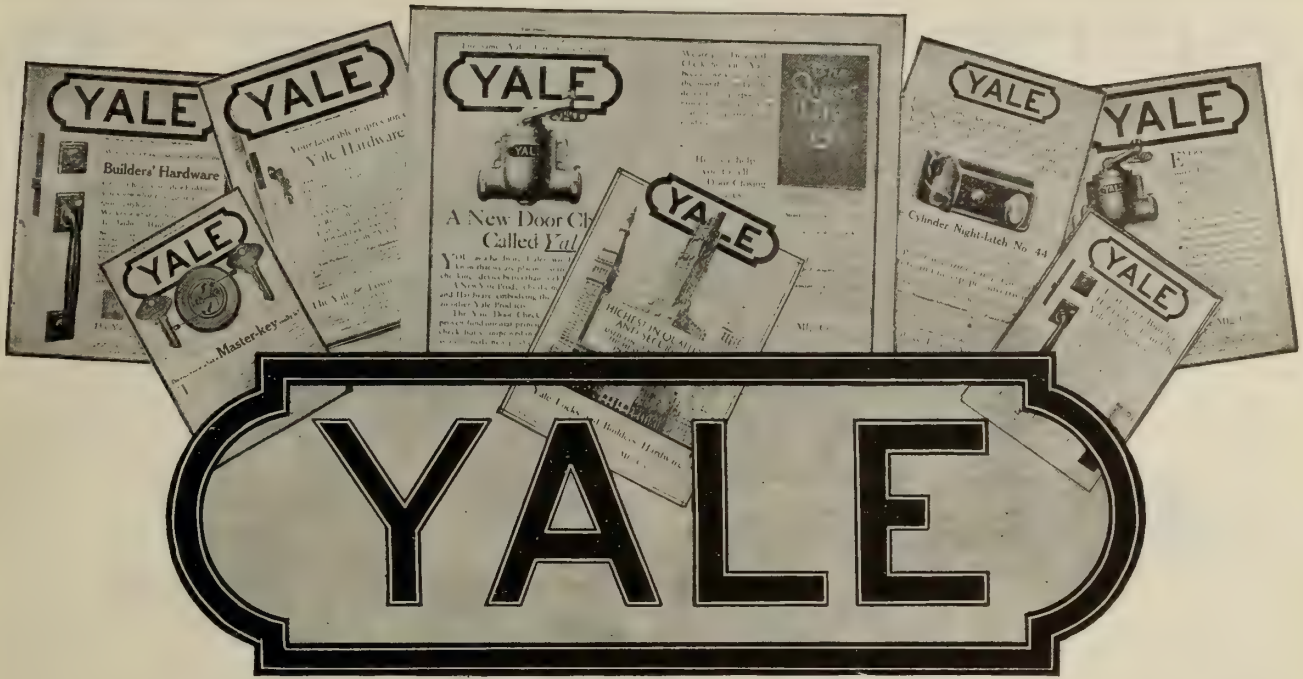
Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, Corrugated Iron, and Galvanized Iron Sheets.

Wheeler & Bain

The Quick Shippers

Toronto





PROBABLY no other manufacturing company in the world gives its dealers so much, and such carefully considered direct sales-building help as do

The Makers of Yale Products

First: Through our extensive advertising in the national magazines, we awaken a real public interest in the Yale Products you sell.

Second: We give you newspaper advertisements, all set up and ready to print, for you to use in your local papers, telling your own immediate buying public that your store is the place for them to find the Yale Products which they have seen advertised in the magazines.

Third: We give you carefully designed and attractive window-displays — displays that are proven salesmakers.

Fourth: We give you booklets and leaflets for distribution on your counters or mailing to prospective customers. These booklets describe and illustrate the Yale Products you have for sale.

And all this service costs you nothing, if you stock Yale Products in sufficient quantity to justify its use.

Write our Dealers' Advertising Service for booklet, "On Getting Yours," which contains a little timely talk on "Your local paper" and other matters.

Address: Dealers' Advertising Service

Canadian Yale & Towne, Limited

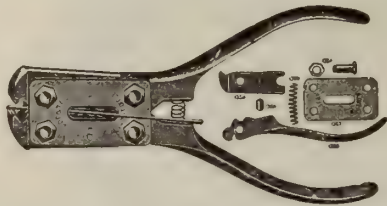
Makers of YALE Products in Canada

General Offices and Works: St. Catharines, Ont.

SMITH HARDWARE CO. LIMITED

240 LEMOINE ST., MONTREAL

ALL
UTICA  GOODS
REG. U. S. MARK PAT. OFFICE
carry this trade mark.



All Utica goods are sold under our money-back system. If they don't sell—return them to us.

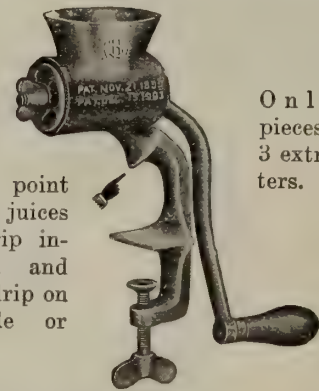


Acme casters—never break or get out of order—will not injure floors or carpets. Pin or plate pattern.



We have a full line of German cutlery and hardware manufactured by Peter Ludwig Schmidt, Germany, for whom we are sole agents.

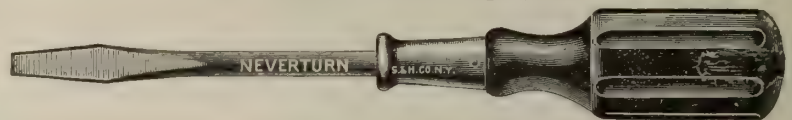
This FOOD CHOPPER



See this point— all juices must drip into dish and cannot drip on to table or floor.

Only 3 pieces and 3 extra cutters.

has exclusive features which make it the best seller on the market—Prices right, too.



We carry a most complete line of screw drivers for every purpose—light, heavy, machinists', jewellers', electricians' combination ratchets, etc.



Genuine "Red Devil" Glass Cutters. Finest in the world; hand honed wheels.

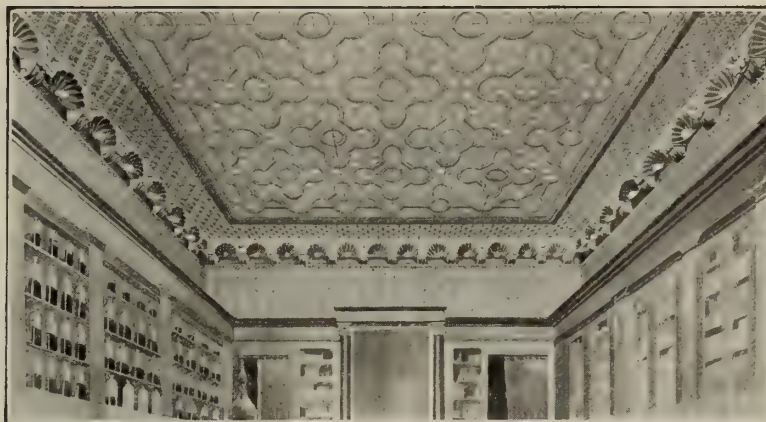
"It's all in the wheel." No. 5 has 6 extra wheels in end of handle.

YOU CANNOT GO WRONG
IF YOU BUY



SMITH HARDWARE CO., LIMITED

240 LEMOINE STREET, MONTREAL



METALLIC CEILINGS FOR STORES

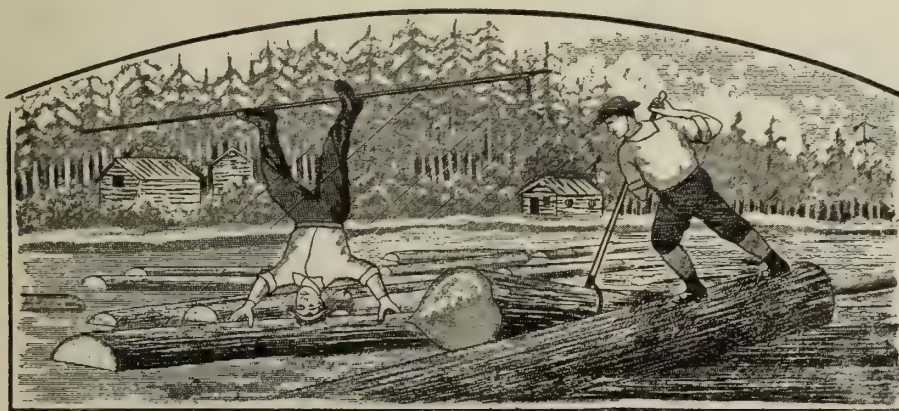
There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., ^{Manufacturers} ^{of} **Lumber Tools**
PEMBROKE, ONT.

★ OPPORTUNITY						
SUN	MON	TUE	WED	THU	FRI	SAT
★	★	★	S	T	A	R
H	A	C	K	-	S	A
B	L	A	D	E	S	-
Q	U	A	L	I	T	Y
B	L	A	D	E	S	★

A NEW MONTH ON THE CALENDAR

and there's a new
and pleasant ex-
perience waiting
for the man who
never has used

STAR HACK SAW BLADES

The dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

Star blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1/16 inch.

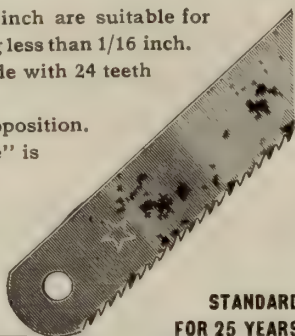
For such work we use Star Blade with 24 teeth to the inch.

Write us for our interesting proposition.

Our FREE book "Tool Practice" is worth while sending for.

Millers Falls Co.

28 Warren St. New York



STANDARD
FOR 25 YEARS

A Good Year-round Seller !!

is within your reach. Seize
this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

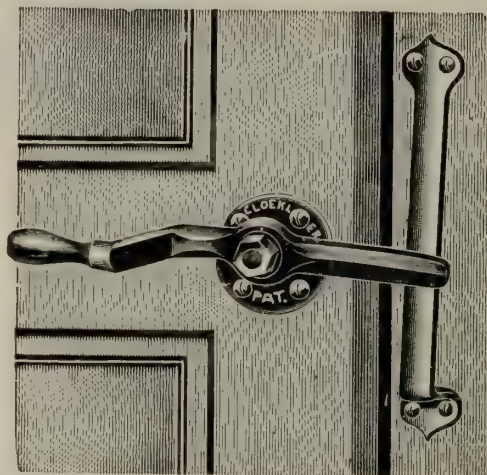
Write for Catalogue.

Steel Trough and Machine Co., Ltd.
TWEED - - - ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

Gloekler's Patent FASTENERS

For Refrigerator Doors and
Cold Storage Work

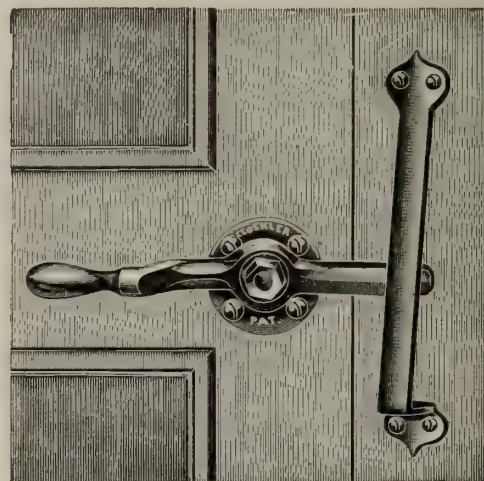


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—don't miss a sale.

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster

THE "STERLING"



No. 200—11½ x 18½ x 8 inches

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto



Is this salesman working for you?

ONE of our dealers wrote us recently. He was new in the business of handling Cement.

IN the first car of cement he ordered was one of the handsome Canada Cement signs which we send free to all our dealers.

HE immediately hung the sign up on the front of his warehouse, where it would be seen by all passersby.

In two hours he had sold eighty bags of Canada Cement.

HE says the sign was entirely responsible for this business, because the car arrived before he had had time to advise his customers that he intended to begin selling cement.

Is one of these signs working for you?

If not, write our nearest sales office for details of our proposition to dealers.



Canada Cement Company Limited

HERALD BUILDING, MONTREAL

Sales Offices at

Montreal

Toronto

Winnipeg

Calgary





The
"EMPIRE"
Steel Range

This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nicked and built to wear.

This is our highest grade steel range, and, we believe, the best on the market. It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

The quality convinces, and its appearance brings scores of customers.

Absolutely guaranteed.

The Canadian Heating & Ventilating Co., Ltd.

OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.

**SHEET
GLASS**

We have a very complete stock of sheet glass and can ship your orders promptly

The
**Consolidated
Plate Glass Co.**
of Canada, Ltd.

TORONTO
MONTREAL WINNIPEG

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

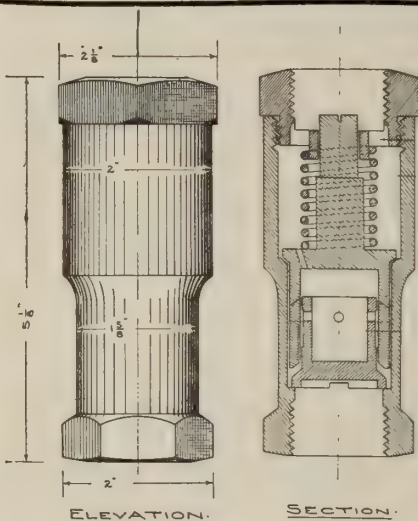
The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

**The William Buck
Stove Co., Limited**

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



THE

Knickerbocker Regulator

Is a new and absolutely safe remedy for faulty hot water systems.

It is the only device that will operate automatically both on open and closed systems of hot water heating. It increases radiation from 25 to 50%, and reduces the consumption of fuel.

This device can be easily applied to old as well as new systems, and we guarantee perfect service wherever it is installed.

Sole manufacturers for the Dominion.

Dealers Who Do Plumbing and Steamfitting

can obtain a full range of supplies from us. We handle everything in standard lines and specialties, including

**Steam Pipe and Fittings, Soil Pipe and Fittings
Steam Traps and Separators, Enameled Baths, Sinks, &c.
Brass and Iron Valves, Range Boilers and Heaters
Brass Goods of every description.**



High Grade CHAIN WRENCHES



"Stillson" and "Trimo"
PIPE WRENCHES

We carry a large line of Engineers', Plumbers' and Steamfitters' Supplies. Write for our illustrated catalog at once. It will be of great value to you.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

Over Three Million Now in Use



PERFECTION SMOKELESS OIL HEATER

and selling faster than ever.

Are you getting your share
of the business?

Order Now for Spring Trade.

New Perfection WICK BLUE FLAME Oil Cook-stove

It sells almost faster than we can deliver. Be ready for the rush of spring trade by ordering now and getting your supply in good season.



The Perfection is the best Oil Heater made—an easy seller and a big money-maker.

If you are not handling the Perfection Heater, write at once to our nearest agency for illustrated catalogue and full information.

The Imperial Oil Company, Limited



Toronto

Montreal

Winnipeg

St. John

Halifax

"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started; here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.

Pure Aluminum lined "IDEAL" Fireless Cook Stoves.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line.

Write us at once for prices and printed matter.



The Toledo Cooker Company

1608 W. Bancroft St.

:-

Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.



"IDEAL" Steam Cookers—the Cooker with the whistle.

New Idea

The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand. ½-inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a PERFECT CLEANER.



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

IT PAYS TO HANDLE A GOOD ONE,

Made by

AGENTS—

W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.

The "Good Cheer"

The Steel Range De Luxe

Design Registered

Easily the Handsomest
Range in Canada and fairly
bristling with good talking
points.



The James Stewart Manufacturing Co.,
Limited

WOODSTOCK, ONTARIO

Western Warehouse, 156 Lombard Street, WINNIPEG, MANITOBA

McClary's "Champion" Interchangeable Gas Range

Burns
gas,
coal
or
wood
together
or
separately.



Can
be
changed
for
any
fuel
in
one
minute

No
tools
required.

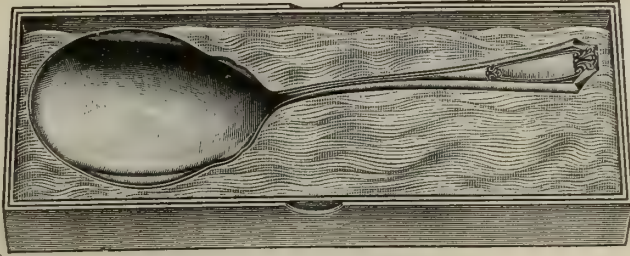
Saves time--work--worry.
Two stoves in one at the price of one

McClary
on goods is a
QUALITY name.

McClary's

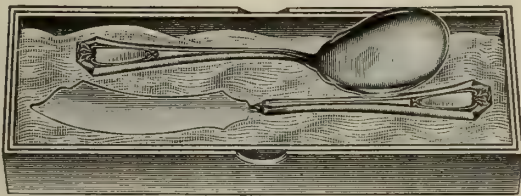
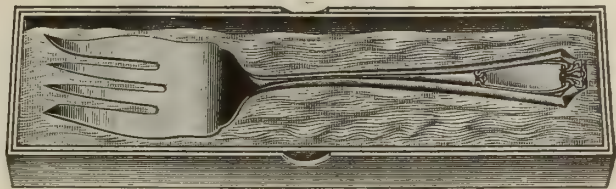
McClary's
Ship Quick.

The "Carrollton" Pattern



Great care has been exercised both in the design and manufacture of this elegant line of Flatware, and we are sure it will meet with instant approval of your patrons desiring high-grade table decorations.

The long, graceful lines of this design give it the right touch to produce the beautiful yet plain effect which is proving so popular with the trade this season.



Made in bright burnished finish of the same high-grade quality of material which characterizes our many other lines of Flatware.

Send a card and our representative will call and show you our extensive lines of Flatware and Holloware for the holiday trade.

Standard Silver Co., Limited

Madison Avenue

Toronto, Ont.

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U.S.A.



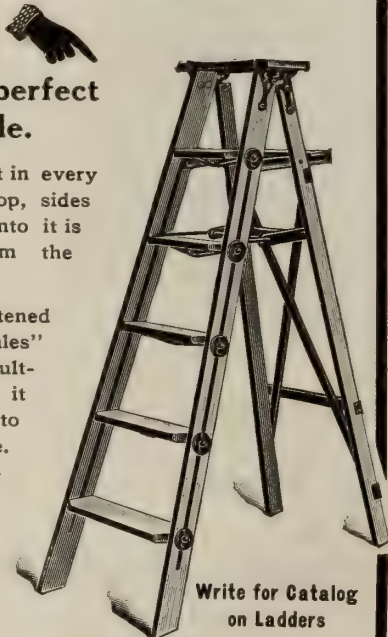
The "HERCULES" Step Ladder

Is a Splendid Year-Round Seller

It is the most perfect Ladder made.

This ladder is made right in every particular. The wide top, sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.



Write for Catalog on Ladders

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED



**WE MAKE THE
MOST COMPLETE
LINE OF OPENING
TOOLS IN THE WORLD**

TWENTY-THREE STYLES

Send for colored supplement
illustrating this fine line.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.
CANADIAN REPRESENTATIVE—PRESCOTT W. ROBINSON, 288 ST. PAUL ST., MONTREAL, QUE.



**Why Practical Men
Demand Amatite**

ROOFING that needs paint every two years can't hold the market against Amatite — which needs no paint whatever.

Practical men know the great advantage of a roof that needs no painting. They know what a nuisance the painting is. They know how much it costs. They know how liable they are to neglect to paint their roofs at the proper time. Painted roofings are waterproof only where the paint is. Amatite is waterproof all the way through.

Amatite is sold in the usual convenient rolls of 110 square feet, with a smooth lap where the mineral surface is omitted, so as to secure a tight joint. Nails and cement are packed in the centre of each roll. Free sample and booklet on request to nearest office.

**Amatite
ROOFING**

THE PATERSON MANUFACTURING CO., Limited

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

HALIFAX, N.S.

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish. Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto



D. PERES' Barrel Brand RAZORS

BARBERS KING





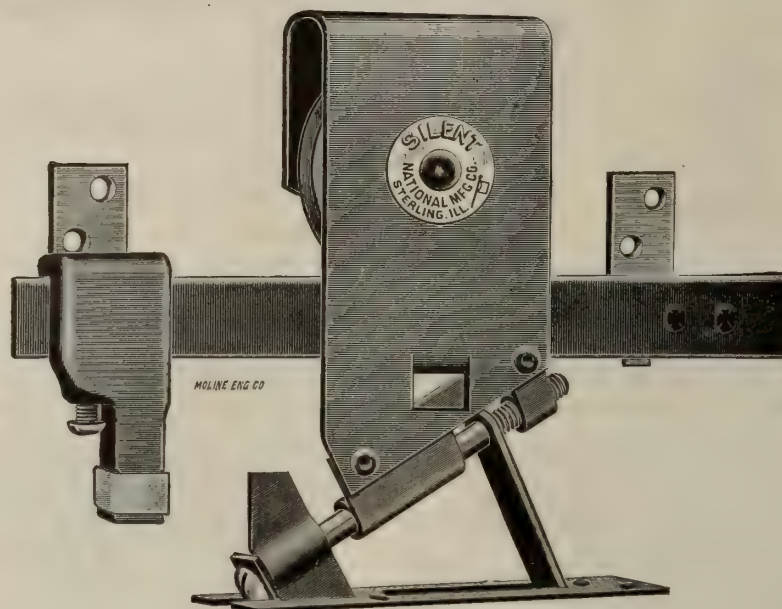
BIG STOCK ON HAND.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

ORDER NOW.

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.



“SILENT” PARLOR DOOR HANGERS ARE EASY TO HANG

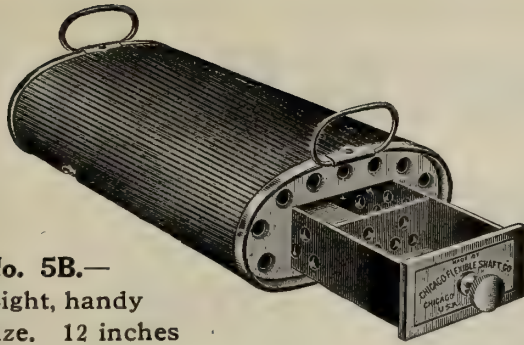
The most popular feature of this hanger is the ease with which it can be attached to the door. The flexible hinge joint allows the hanger to adjust itself to the top of the door whether square or not. Saves planing top of door to square it up.

Other features are the long adjusting screw with spring-lock nut at the end to keep it from working loose; fibre tread roller-bearing, noiseless wheels; rubber tipped stop and jump-preventing construction.

*Send for our catalog, price list and agency terms.
They're interesting.*

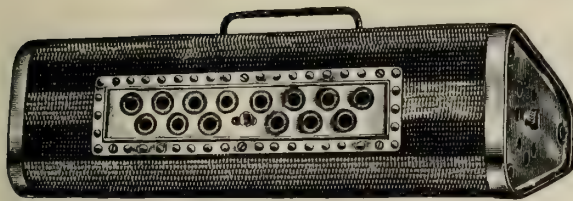
NATIONAL MANUFACTURING CO.

STERLING, ILLINOIS



No. 5B.—

Light, handy size. 12 inches long, weight 4 lbs. Covered with fine Brussels Carpet. Used by milkmen, farmers, mail-carriers, and drivers in general. Very low in price.



No. 7D is 14 inches long, with flat, slanting top ventilators to regulate the heat at both ends. Weighs 9 lbs. Heavily nickel-plated. Covered with superior Brussels Carpet. The great heater for pleasure-driving in automobiles, sleighs or carriages.



CLARK'S SLEIGH and AUTO HEATERS

are now one of the best winter sellers. They are the only practical device for heating sleighs, carriages and automobiles. Users of these heaters avoid chills, colds and much suffering that non-users endure.

The fuel used in Clark's Heaters is a coal moulded into bricks, under enormous pressure, of a convenient size, that will burn with a strong, steady heat from 12 to 18 hours each. A third of a brick is ample for an ordinary drive.

There is no flame, smoke or odor connected with the use of this coal, and these bricks cost very little, so that heaters are not costly to operate.

SOLID COMFORT ROOM WARMERS



For Use With Gas

The great room-warmer for boarders and householders for that odd cold room. Retails for fifty cents only, and can be attached to any gas burner. Can be used for heating food, toasting, poaching eggs, etc.

CAVERHILL, LEARMONT & CO.
MONTREAL

DOMINION PRIMERS

SURE

VERY SENSITIVE

QUICK



SURE

VERY SENSITIVE

QUICK

GOOD PRIMERS ARE ABSOLUTELY NECESSARY FOR GOOD RESULTS

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

ANTI-DUST

**SWEEPING
POWDER**

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

Housewives who use it are enthusiastic advertisers. Introduce it in your vicinity and your sales will rapidly increase.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa,

Toronto,

Quebec,

Winnipeg

Motor Truck a Paying Investment

Toronto Hardware Man Tells of His Experience in Handling Deliveries by Motor Truck—Formerly Two Horses Were Used and Expenses Were Higher Than With Truck—A Comparison of Costs—Larger Area is Covered With Truck and Service Has Been Improved—\$100 a Week More Business Done.

(Written for Hardware and Metal by M. Z. Stirrett of Stirrett & Son, To-ronto.)

Our experience with motor trucks has been short, but convincing. Although, to begin with, we invested only in a second-hand truck, still we were thoroughly satisfied that delivery by motor was far ahead of the old horse and wagon system.

For the past two months we have been running a new machine and are now more enthusiastic than ever with regard to advocating the motor truck system. Promptness in delivery is the first and greatest advantage gained by the motor truck. Formerly we had two one-horse delivery wagons covering the ground; now we cover even an enlarged territory with one truck, and cover it oftener. We now lose no rush orders because the horse cannot be back for more than an hour. On the contrary our business has increased to the extent of perhaps \$100 a week, because we are now in a position to deliver goods when they are wanted.

Truck Costs Less.

Our experience with regard to cost has been that the motor delivery expense is much less than that with horse and wagon. The initial cost of the truck is much greater than that of two horses, wagons, harness, etc., but we feel that the increase in our business has sufficiently warranted us in making the investment. A few statistics show the difference in the cost of up-keep of the two systems.

A Comparison.

The cost of maintaining two horses, we found to be \$32.50 per week, made up as follows: Feed and stabling, \$10 per week; wages of two drivers, \$20; inci-

Some More Comparisons.

To make further comparisons:—With two horses we were able to cover a mileage of 35 miles per day; with the truck we now cover 50 miles a day.

COMPARISON OF COSTS

TWO HORSES.

	Per week.
Feed and stabling.....	\$10.00
Two drivers	\$20.00
Incidentals	\$2.00
Interest on Money Invested ... ..	.50
Total	\$32.50

MOTOR TRUCK.

	Per week.
Gasoline, oils, etc.	\$6.00
One driver	\$13.00
Interest on money invested	\$2.50
Total	\$21.50

dentials, such as veterinary fees, etc., \$2; interest on money invested, .50; total \$32.50.

The cost of a motor truck we have found to be \$21.50 per week, made up as follows: Gasoline, oils, repairs, \$6; wages of driver, \$13; interest on amount invested, \$2.50; total, \$21.50.

The fact that we owned only one horse, and hired the other just when necessary slightly reduced our expenditure. Opposing that, the guarantee on our new truck would keep down all expenses for repairs, but so far expenses of that kind have been limited to \$1.

One hour is spent by our chauffeur every Monday morning in thoroughly cleaning the car, and fifteen minutes daily in polishing up brass, etc., whereas looking after horses, wagons, harness, and stables was one continual labor, which did not cease even with Sundays.

Each horse would pull a load of one ton. Our motor truck has a capacity of a ton and a half, which carries most of our loads with ease.

With the horse and wagon system we employed two men on delivery; now one man does the work of the two and more.

Under the old system we had to depend on the wholesale houses' delivery; with the motor truck we can call on ten wholesale houses every evening, load up and make the return trip in an hour. In this way we are in a better position too, to have goods on hand at the time we have stated to our customers.

Winter Weather Difficulties.

We have yet to look forward to the effect of winter on the efficiency of motor delivery. We may have to return to the horse and wagon system during the month of severe weather, but even at that I would still strongly advocate investing in the new system. The length of time during which it will be impossible to run the truck will not be long enough to harm our trade, and during that time we can again hire horses and wagons.

Last year our delivery cost us in the neighborhood of \$1,700; this year we are counting on reducing the cost to \$1,000.

But most of all we would lay stress on the great advantage gained by prompt delivery.



The motor truck of G. Stirrett & Son, Toronto.

Window Display Suggestions; Sporting Goods

The First of a Series of Articles Dealing with the Problems of Hardware Window Publicity—Display Trimmed by H. Hanwell Which Is in Many Respects a Model.

There is a rapidly growing interest being shown among hardwaremen in the question of window trimming. It is being recognized that this is a phase of merchandizing of such importance that it must be given considerable attention.

In view of this, it has been decided to publish a weekly series of articles on window trimming. Each article will contain a suggestion for a display of some one article or one line of goods. It is intended in this way to eventually cover the hardware field, giving suggestions for the display of practically all staple articles that are sold in the store. By keeping the issues in which these articles appear, window trimmers will be able to compile information and practical hints which will prove of great value to them.

The suggestions will be, for the most part, reproductions of window displays by well-known Canadian window trimmers. They will be accompanied by complete descriptions, showing the steps taken to lay out the display and to ar-

range the goods. Where novel features are introduced, the idea will be explained fully.

Hardware and Metal has already arranged for a large number of displays of various lines and the assurance can safely be given that each one will be a model in its way. It will not be possible to study any of these trims without securing ideas which can be turned to practical use. The lines treated each week will be widely varied and it will indeed pay every window trimmer to follow the series closely.

Sporting Goods Display.

The first of the series is presented herewith—a display of huntsmen's supplies. It was planned and arranged by H. Hanwell, with the Kingan Hardware Co., Peterborough. Mr. Hanwell has built up a desirable reputation for himself as a window trimmer but his present effort is undoubtedly one of the best that he has yet achieved.

The idea of this display had a local bearing. There is in Peterborough the

Ketchecum Hunt Club and Mr. Hanwell carried out the idea of representing the hunting lodge of the club in the store window. This he managed to do by securing slabs from a local sawmill and using the material to build up a cabin eight feet high and twelve feet long. Through the entrance could be seen a table, on which had been placed various articles dear to the heart and necessary to the equipment of every huntsman; articles such as shotgun shells, powder flasks, syphons, etc. The floor of the window was strewn with leaves and sprigs of cedar. On the walls within the cabin, and in plain sight from certain angles without, were hung hunting coats. Rifles of different calibre were placed near the doorway.

An effective and highly realistic touch was leant by the chaining of two hounds in the doorway—imported Virginian bloodhounds, the property of the Ketchecum Club. Unfortunately, they could not be included in the picture as they refused to remain still while the photograph was being taken.

*The next article in this series will deal with a suggestion for the display of alarm clocks.



A display of huntsmen's supplies along original lines. This display was completed in one evening by H. Hanwell, with the Kingan Hardware Co., Peterboro.

The whole display was built up and finished by Mr. Hanwell in one evening. It attracted a great deal of favorable comment, crowds gathering in front of the window at all hours.

There were certain features of this display—the introduction of the hounds,

for instance—which could not often be duplicated. As shown in the photograph, however, the idea is one which could be used by any trimmer with a good window space to work in. It could be followed in modified form in smaller window space.

A Show Card Which Talks to Passersby

The Function of the Card Is to Voice Concisely the Message of the Display—A Suggestion for Card to Accompany Lock Sets and Padlocks.

A bright showcard adds to a display of goods the same quality that salt gives to food. It tones the display up and redeems it from flatness.

man, tell a story which does not require any elucidation.

The preparation of this card will not be found either lengthy or difficult. The



Suggestion for Original Show Card.

A display of goods, either in window or store, is intended to "talk" to the public, telling about the goods that are shown. The goods themselves will talk to a certain extent. A handsome gun in a store window will talk eloquently to the man who loves hunting but it will talk much more effectively if there is a card alongside which tells concisely just why this particular gun is the one which will suit him.

It must be borne in mind, however, that showcards must be well executed and have some original points to them if the best results are desired. Originality is a very necessary quality.

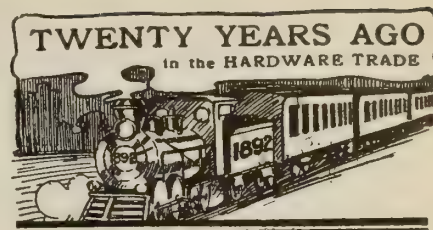
The accompanying suggestion is for use in connection with lock sets or padlocks. A man buys a lock to afford security to the building or room where it will be used. There will probably be other considerations such as appearance and ease of manipulation, but security is a big consideration. The card shown aims to prove that the article in question is a lock which is burglar-proof and this has been accomplished in what is really an original way. The silhouette pictures in the two corners, representing a baffled burglar and an amused police-

lettering is not hard to follow. By bending a piece of cardboard, an even slope can be secured for the upper lettering. The lettering is in a bold and comparatively simple style.

The drawing of the figures will not require the exercise of a developed artistic talent. First line in the outline and panels of the door in lead pencil. Then pencil the outline of the figures over this and ink in carefully. The silhouette style of drawing for work of this kind is the most simple and probably the most effective. The figures stand out distinctly from the white background.

MASTER CUTLER INSTALLED.

J. Rossiter Hoyle, managing director of Thomas Firth & Sons (Lim.), was installed as Master of the Cutlers' Company of Hallamshire. The time-honored ritual and ceremony associated with this annual function were duly observed. Officials and members of the company assembled at the Court House, where the new Master made and subscribed the usual oath and declaration of office, and was then invested with the badge by the retiring Master, Arthur Balfour.



The following items are taken from the issue of Hardware and Metal of November 5, 1892:

"A special meeting of the shareholders of the Wm. Johnson Paint Co., has been called for Saturday, November 5, to consider the confirmation of the sale to the Canada Paint Co., passed on March 2nd last; also a proposal to purchase the remaining assets of the Wm. Johnson Co."

"Harland Bros., Clinton, Ont., intend to very materially improve the stores in the brick block lately purchased by them. They will put in plate glass fronts and fix them up in first-class style."

Editor's Note.—Harland Bros are today among the best known veterans in the trade. They first established themselves in business in 1867, and so have been 45 years in active service. An interesting sketch of the business experiences of the firm appeared in Hardware and Metal last year.

"J. Y. Morton, of Brantford, has gone on his annual duck shooting tour. Mr. Turnbull takes charge in the meantime. Mr. Morton is known as a successful sportsman."

Editor's Note. — Mr. Morton retired from business a number of years ago and the firm name has been changed several times since. It is now Turnbull & Cutcliffe.

"Application has been made for incorporation under the Dominion Act of the James Morrison Brass Manufacturing Co., capital \$300,000."

Editor's Note.—The James Morrison Brass Manufacturing Co. has grown and developed with the times and is now today one of the largest brass manufacturing concerns in Canada.

"The Manitoba and the Northwest business of the stove founders has been phenomenally good this season, already exceeding that of any previous year by about one-half."

Editor's Note.—The same has been the case almost continually since, each year showing a vast increase over the preceding year.

HARDWARE AND METAL

(ESTABLISHED 1885.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto - 143-149 University Avenue. Phone Main 7324.
 Winnipeg - 34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C. - H. Hodgson, 18 Hartney Chambers
 London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
 Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE ATLANTIC CITY CONVENTION—CONFIDENCE RAMPANT—A RASH SUGGESTION.

The annual convention of American hardware manufacturers and jobbers at Atlantic City last week was a memorable event in at least one respect. Never before had there been apparent so strongly optimistic a vein. On every hand expressions of supreme confidence were heard. In fact, it might almost have been said to be unanimous.

The optimism of the American hardwareman "worked both ways." They were entirely satisfied with the past year and quite confident as to the future. It seemed universally accepted that the next year would see conditions fully as good as they have been this year. This is indeed remarkable in view of the fact that in past election years, there has always been more or less unrest and uncertainty in commercial and industrial circles. In addition to this, there has been the moral certainty this year that the party at present in power would not be returned; and the advent of either of the other contenders has always been regarded with more or less uneasiness. For these reasons, it would seem that 1912 had provided weighty drags on the wheels of prosperity; but, despite everything, progress has been unchecked.

* * *

The one feature of the Atlantic City convention which had a direct bearing on conditions in Canada was an address by John Edward Jones, American consul-general at Winnipeg. Mr. Jones pointed out the importance of the Canadian field and urged American manufacturers to seek Canadian trade through the medium of the catalogue houses! This, he continued, would be the surest way of getting their products known.

Mr. Jones has been making poor use of his time in this country if he has come to believe that the mail order houses are the most potent force in the field of trade. Any manufacturer who sought to market his output through this medium would soon learn his mistake. Hardware in Canada is sold through the hardware trade and any firm essaying to ignore the local dealer would make little headway. The output of the mail order houses is insignificant in comparison with the total volume of trade. Few dealers in Canada, who can be classed as progressive, find the opposition of the catalogue houses troublesome.

The suggestion of Consul-General Jones, which must have arisen from superficial observation and faulty deduction, will not, we are sure, have any influence prejudicial to the interests of the hardware retailer.

A RECORD WEEK.

Last week was a record one in regard to price movements in the hardware field. The market reports of Hardware and Metal contained notice of no fewer than eighteen price changes, sixteen upward and two downward. The lines which advanced were: Black sheets, charcoal, tin, boiler plates, tinned sheets, allbright Canada plates, antimony, rope, mild steel, wood screws, smooth steel wire, shelf brackets, cheap grade locks, wire, hat and coat hooks, eavetrough, conductor pipe, turpentine and dry white lead. The lines to recede in price were lead and linseed oil (in Montreal.)

This record for a single week is clearly indicative of a marked tendency toward higher prices, as a result of the scarcity and increased cost of metals. Most unmistakably does it point a duty for the hardware merchant. In order to direct his buying campaign to the best advantage, he must keep "his ear to the ground." In other words, he must watch the market situation with keen and unabated interest.

Hardware and Metal serves as the medium through which the members of the retail trade can keep in close touch with market developments. The value of the market reports published each week in this paper was never more clearly demonstrated than in the thorough way that last week's price changes were conveyed to the trade.

No hardware dealer can afford to neglect the weekly market reports in Hardware and Metal.

CAUSE FOR THANKSGIVING.

Thanksgiving Day has come and gone, and it will be in place to review the reasons which Canadians have for Thanksgiving. They are manifold. The country has passed through a year of great prosperity, unbroken by untoward accidents or marred by the shadows which coming depression casts before it. Business has been extremely satisfactory from every standpoint and in every line. The hardwareman has benefited along with the rest; never has the hardware trade experienced a more prosperous and promising year than the one now drawing to a close.

There seems little reason to believe that the year ahead will be less bright than the year past. In Canada cert inly prospects are of the brightest.

TEAM WORK IN THE STORE.

The rugby season is at present in full swing. The game affords many pointers of value to the merchant. It demonstrates most plainly of all the value of team work. It is an essential part of the game if the team is to be successful.

It would be well if more of this team work were introduced into business by the retail merchant. By team work, results have been accomplished in various lines of business which would have been practically impossible to produce otherwise.

Team play is merely another name for co-operation. Unless there is co-operation among all members of the staff and among the different business-creating departments, the best results will not be secured. The average merchant does not give the attention to the fostering of co-operation among his staff that he should. The efforts of every person connected with a business should be enlisted in producing the best possible results.

The idea is to get every clerk interested in the welfare of the store and to realize that success for the business means success for him or her. Many people striving towards the one end are much more likely to produce results than if only one were really doing his best and the rest putting forth no real effort.

Team work means every person pulling together in a combined manner to accomplish a certain result.



IMPORTANCE OF STORE LOCATION.

When a retailer has in mind the consideration of a new store or a change in location, he should give serious thought to the advantages and disadvantages of the site on which he expects to locate. Going blindly into business in a district where the number of possible purchasers is very limited, is folly. When the question of a new site arises why not give the matter scientific study?

There are certain large retail firms on this continent which make the decision of locations one of their chief, if not their chief, object. They do not go hap-hazardly into the question, but determine as closely as possible the number of possible purchasers of their goods. Men are stationed at the proposed sites to count these probable customers as they pass. The company therefore know just what they are to expect when a store opens for business.



SAVE MONEY ON FREIGHT RATES.

The lowering temperature gives us warning that the winter is fast approaching, and in view of this the trade would do well to direct their attention to the possibility of saving some money on freight and express by getting in many lines of staple goods before the close of navigation. This applies particularly to those who have a choice of boat routes.

With the close of navigation, freight rates in general take an advance. The dealer who knows ahead what goods he will require during the winter or a part of it, and who is able to finance the purchase of them now, will find that he will be able in many cases to affect a considerable saving in this way.



POINTED EDITORIALS.

Did you sum up the reasons you have for Thanksgiving?

* * *

Money talks, but it's a very faint murmur that comes from the money owing to retail merchants.

* * *

Nearly time to think of taking stock. Resolve now to take the inventory in thorough manner this year.

* * *

The upward trend of prices is the most important consideration for hardwaremen to-day. The market needs close attention.

* * *

A good salesman is a student of faces. He can read something in them all—the confident, the combative, the cunning; and can find the proper way to handle each one.

Meeting Increased Costs

THE retail merchant to-day faces a serious problem. He is paying more than ever before for the goods he sells. Prices are advancing all the time and very frequently, by reason of excessive competition or some other local cause, he does not feel safe in advancing his price to the public in accordance with the advance made in the price he pays himself. While it is wrong from every standpoint for the merchant to sacrifice his fair profit through lack of the moral courage to advance his price lists, it is a fact that many dealers to-day are not asking prices which ensure a reasonable profit.

In the face of this, the cost of doing business has increased by leaps and bounds. When a hardwareman glances over his expense sheets to-day, he cannot help but draw a sigh of regret for the olden days. Rents have climbed considerably in the last few years; clerks need larger salaries; light, heat, coal are costing more. The merchant's hand is always in his pocket. In other words, he faces a heavier expense and, in some cases at least, must meet it out of smaller profits.

This statement of the present situation does not apply in isolated cases only or to certain sections. It applies to practically every hardwareman in the country. Consequently, the problem is one which must be faced by the trade as a whole.

There are two remedies: Enlargement of output and careful supervision of expenses. The first should not be a difficult one to apply in these piping times of prosperity. With business brisker than ever before, the demand for all lines in Canada has reached record-breaking proportions. Every dealer of good standing has, we feel sure, considerably enlarged his turnover during the past year. As prosperity gives every indication of holding out, it should not be difficult to show a continued growth in sales.

The second remedy is a large question. Retrenchment in the matter of business upkeep is not wise unless expenses have quite obviously been getting out of proportion to the business. If the cutting down of costs is likely to prove the means of blocking development, it will be found very expensive economy. There is room, however, in every business for the careful supervision of expenses and the elimination of leaks by substitution of efficient methods in all departments. No matter how carefully a business may be managed, there are leaks which prove a serious drain on the profits of the concern.

As a partial offset to the increasing expense of doing business, more efficient ways of conducting and maintaining going concerns are being found. The first article in this issue deals with the saving which one dealer effected through buying a motor truck for delivery purposes. Not only did he cut down expenses, but, as a direct result of the improvement in service, the turnover of the store was increased. It is not at all certain that all dealers could get like results from this step but the experience of this Toronto dealer shows what can be done when an effort is made to introduce more efficient methods.

For the dealer who finds the burden of increased expense becoming too heavy, there is one sure remedy: Efficiency.

Stock Presents for Members of the Family

To Get Most Out of the Christmas Season it is Necessary to Have Good Range of Presents for All—Remember Mother, Father, Brother and Sister Now—Advertise Presents for Various Members of the Family—Dress a "Mother's" Window.

Rome, which in its day ruled practically the whole known world, based its government entirely upon the family. The father was supreme. In those days a young man hoping to get married, had, in very fact, to get "father's consent"—his own father as well as "hers." Tribes were formed from the union of several families, and so on up. The family was the foundation of the state.

Times have changed somewhat. Pessimists are inclined to say that the family tie is weakening; yet at the approaching holiday season it is the most powerful thing in the world. And let it not be forgotten that from a hard-headed business standpoint the family deserves consideration. Merchants who would reap the greatest possible benefit from the approaching season must bear the family in view in making their purchases. Will the store have something for all? Will there be presents there for mother, for father, for brother, for sister? Will there be something for a young man to give his fiancée? Will there be something for "her" to give "him"? Often one hears at the Christmas season—"Oh it is so hard to get anything for a man." Or men will say—"I could buy a dozen things that I would like myself, but I can't think of a thing for Sis." Make it easy for people to think of gifts. Do that, and the sales will come.

Keep Family in Mind.

A few years ago a hardwareman had more or less to convince people that a hardware store was a good place to go for presents. Such is not the case now. For a number of years many have been buying largely here, and they have come to realize that hardly any store offers as many attractions as does the hardware store.

More, therefore, than to suggest general Christmas buying, the hardwareman needs to suggest that he has borne the whole family in mind. That presents are to be had inside for mother, for father, for sister, for brother. This might well be brought out in newspaper advertisements, and in window displays. People would be attracted to the store in this way, and the goods being there, purchases would result.

At this time, while there is yet time to order, the dealer might well take the family individually, and consider what he could stock which would prove suit-

able presents. Starting of course with the head of the family—Mother. What gifts would be suitable for mother? Has the hardware field anything which would please her and which would therefore be favorably regarded as gifts for her? Are there any lines which might well be stocked to provide presents for mother? There most assuredly are.

Some Mother's Presents.

Silverware and cutlery has already been laid in by many dealers. These are great lines. They are precisely what most mothers want. The home is the great thing with her. The dining room, where the family gathers at meals, and where she entertains her intimate friends, is one of her favorite spots in the home. Anything, therefore, which will improve the appearance of the dining room table will meet favor with her.

Casseroles and cut glass are lines more recently added to hardware stocks. These, with china, should also be counted upon as presents for mother. Then electrical appliances may well be borne in mind. An electrical iron, toaster or stove—that would please.

Aluminum goods, such as coffee pots, and kettles also appeal to mothers. Moreover, the rest of the family know they make this appeal; therefore they are regarded with favor.

Brass goods are another splendid line. Also copper goods,—trays, percolators, curates, what would be a better present than a brass or copper percolator? How many mothers would be delighted to receive a curate which would make the Sunday "sit around" tea still more easy.

Poor Old Father.

Then there is father—Poor old father who earns the money for the others to spend. Father's wants are simple. Moreover, any thing one might think he would need he seems to have. Most people compromise with father. They get him some present which they would like themselves. Father is tickled to think he has been remembered, and the giver appreciates the gift.

Yet there are gifts for father. First of all there are razors of all kinds. What better than something to make the daily shave easier? A useful present, yes, but useful presents are popular; and especially popular with father. Then, perhaps, there is some tool that has been needed, a good bit, a plane. That would be a present which would be approved. In his pleasure father might even forget to

inquire, "How much did it cost." And irons for the grate would be a good present from the family—or possibly a grate itself. This might mean waving the surprise element, but father would probably bear up under that disadvantage. Father is an unromantic soul any way.

Remember the Pen Knife.

A copper coal scuttle would be another good line—not only for father but for the family. A gift such as that would be better than many small ones.

Then, finally there is the pen knife—the one gift which father is almost sure to need. From the time he wears those reversible trousers a boy delights in a knife, and the delight is felt by the grown up boys.

Then brother—oh it is easy for the hardwareman to stock goods which will appeal to brother. But he must remember that a few lines are not enough. Brother is probably pretty well supplied with sporting goods and other necessities, already. A good range is needed to insure having something suitable.

For the younger brothers—the omnipresent small boy—there are skates, sleighs, hockey sticks, boxing gloves, toys—a multitude of things.

Tools Good Presents.

For the boy reaching young manhood, and for the young men, the task of supplying something suitable is a little more difficult. But consider the older boy. He, like his father, likes tools. Perhaps a set would be a good thing. Perhaps it would be better to get him one or two good pieces. Perhaps the purchaser could afford a bench. Then a razor would be suitable—if it were the first razor it would be especially appreciated. A knife also would be liked.

Then, if the sporting department is kept up to date, there will be exercisers, punching bags, and for evenings indoors, playing-cards. Sweaters, too, may be kept here. Sweaters, of the better order, make splendid presents for young men.

Some Adding Cameras.

Several hardwaremen are now adding cameras and camera supplies to their stock. A splendid line it will be for Christmas.

And last, though certainly not least, comes sister. What can the hardwareman stock which gift hunters will recognize as something she would like? Well skates appeal to girls as well as to men. So do cameras, where these are carried.

(Continued on page 45.)

Hardware Store Publicity

Chapter 15—Judging Results.

What Returns Can a Merchant Expect?—The Indirect Results Are Really More Important than the Direct—The Difficulties Experienced in “Keying” an Ad.

What results can I expect from my advertising?

This question is often put by hardware dealers. It is a query which invariably arises in the mind of the merchant who is paying out his money for purposes of publicity. He is anxious to know if he is getting returns in keeping with the expenditure.

Results from advertising can be classed under two heads, direct and indirect. A certain article is advertised in the papers and next day, or the day after, people come to the store and buy that article. There you have direct results. Frequently, however, people see an article advertised and recognize that it is something they need but they do not buy it for a week or a month or even longer. Perhaps the name of the firm is the only impression that the advertisement leaves on the mind but some time after, the need for a hardware article crops up and a visit to the store of that firm follows. Such results are termed indirect.

Of the two, the indirect results are the more common. When a dealer is advertising right along—snappy, forceful copy appearing each day in the papers—he undoubtedly gets direct results. They are very apparent and he may consider that they constitute the full advantage that he derives from his publicity campaign. But back of the immediate sales, this dealer is getting indirect results which cannot be estimated. His advertising is influencing thousands, is slowly impressing on their minds the fact that this dealer is wide-awake and the man to deal with. Indirect results are, after all, the real results.

Tracing Results.

It is, of course, impossible to trace indirect results. The people keep coming to the store and, while the proprietor can tell that his business is growing, he cannot very well estimate how much of the credit is owing to the advertising he has done. If he is gifted with the average share of common sense, he will know that advertising has done its part.

When the advertising has been conducted along progressive lines, indirect results can be taken for granted. The results will increase in direct ratio to the excellence and effectiveness of the copy. When a man has been doing what he knows to have been good advertising, he need not worry about the results. They are coming alright.

An advertisement may not bring anything that could be classed as an imme-

diately result and yet prove a splendid paying proposition. If the indirect results are being reaped, the direct returns are not altogether essential.

Getting Direct Results.

Of course, every advertiser wants direct results; and, if he goes about it the right way, there is no reason why they should not be forthcoming. When a hardwareman advertises ranges, say, giving a good talk and quoting prices, he can expect to secure direct enquiries. If a special sale of goods is advertised, there should be an immediate response. If direct results are not forthcoming in a case of this kind, the advertiser can take it for granted that he has either sadly misjudged the demand or has failed utterly to make his copy effective.

It is impossible, of course, to set any rule as to what can be expected in the way of direct results. It depends upon many things—the effectiveness of the copy, the “follow up” methods pursued in the store, the state of the public mind and the seasonability of the appeal. Some men will put in an inch ad. and expect to have people flocking to their stores next morning. They are expecting too much.

Good copy, directed at the right time and backed up by brisk methods in the store, will bring the results in surprising measure every time. A Western Ontario hardwareman told his experience in retail advertising to the writer recently.

“Some years ago,” he said, “I concluded that the time had come to reorganize my advertising methods. I was doing things in the old way—small space, few changes in copy and no prices. It didn’t seem to me that I was getting much out of it. I might have been getting indirect returns but certainly no direct results.

“So I decided to do what a number of other hardwaremen were doing. I bought a hundred or so small plates and I began to use them in my advertising. I took bigger space and every article mentioned was both illustrated and priced. Results? Why, they began to pour in. My yearly turnover is now double what it was. This is not entirely due to the change in advertising but you may be sure that it helped a whole lot.”

It is not an uncommon occurrence for dealers to find their stocks of a certain line cleaned right out at the end of the first day after an advertisement of that line had appeared. This is almost the daily experience of the big departmental

stores. When a departmental store advertises an especially attractive bargain, the stock will often be practically cleared out by 8.30.

If the average merchant expects returns of this kind, however, he is going to be sadly disappointed. Sometimes, when everything is favorable, he will get astonishingly quick results; but this will not always happen.

Each merchant will be the best judge of what he can expect. Knowing the probable extent of the demand in his territory, he can generally estimate about what the returns should be from a certain amount of advertising.

Many dealers attempt to check the results in one way or another. Their findings are seldom, if ever, anything but misleading. Here is an instance. A hardwareman in a suburb of Toronto advertised a certain article in a paper which he published himself and distributed throughout the neighborhood—a budding little house organ. The price was quoted with an announcement to the effect that “all bringing in a copy of this paper will receive a rebate of 10 per cent.” He made a great number of sales the next day; amply enough to demonstrate that his ad. had been effective. But the funny part of it was that not one customer asked for the rebate!

Of what use are checks or “keys” when the average buyer is so careless?



TO PAINT GALVANIZED IRON.

Very few paints seems to adhere to galvanized iron says an exchange, but flake off in a short time. A prominent chemist has said that red lead gives best satisfaction of any paint as a first coat for this class of work. It is found that a wax solution added to the unmixed red lead paint prevents scaling and cracking, as it tends to prevent cracking resulting from contraction and expansion of the metal. The formula for the wax solution is: Melt a cup of beeswax and when it reaches a thin fluid, pour it into a gallon of raw linseed oil heated to 200 degrees F. For use, add one quart of the solution to every 100 pounds of mixed red lead paint. When uncertain as to the durability of paints a good plan is to have a number of test sheets painted with the different kinds and so placed that they get the full heat of the sun’s rays during the hot days of the summer.



Annual Convention of American Hardware Manufacturers' Association and National Hardware Association a Great Success — Entertainment Features Were Popular—More Politics on the Platform Than in the Corridors—Next Convention at Denver.

One of the most important trade associations in the world, is the American Hardware Manufacturers' Association, which includes in its membership a great majority of the leading firms in the United States, making hardware lines.

Another influential body is the National Hardware Association, composed of hardware jobbers in all parts of the United States.

A convention of either of these associations would be an event of no small importance, but an annual gathering of both associations in the same city and at the same time, such as took place last week in Atlantic City, N.J., may well be considered one of the features of the year, in the hardware world.

Although the convention was called for Wednesday to Friday, a goodly number of delegates put in their appearance as early as Tuesday noon. By Tuesday evening the corridors of the Dennis and Shelburne, headquarters respectively of the manufacturers and jobbers, were pretty well filled with groups of hardwaremen who were renewing acquaintance with obvious pleasure.

Joint Opening Session.

On Wednesday morning, the serious business of the convention began, with a joint opening session in Hotel Shelburne, conducted by the National Hardware Association, with President J. D. Moore, of Birmingham, Alta., in the chair.

After the usual invocation ceremonies this meeting was devoted to addresses from representatives of sister associations, W. J. Lawson, Toronto, president of the Canadian Wholesale Hardware Association, and James Hardy, Toronto, secretary of the same association, were both called upon. Mr. Hardy giving the meeting some very interesting figures

showing the wonderful development of Canada, and its possibilities for the future. W. Wrigley, Toronto, represented the Ontario Retail Hardware and Stove Dealers' Association.

Association Shows Growth.

The first separate meeting of the American Hardware Manufacturers' Association, was held Wednesday afternoon when President G. H. Jantz, in his opening address, was able to report great progress during the past year. Over 300 hardware manufacturers are now members of the association.

Secretary F. D. Mitchell presented his report at this session, and this was followed by reports from the standing committees. After selecting the Resolutions Committee and Nominating Committee, the meeting adjourned.

Card Party Huge Success.

Wednesday evening was devoted to a card party in the Assembly Rooms of Hotel Dennis, and it was an unqualified success.

There were 71 tables, and 284 players. Coming as it did, the first day of the convention, the card party enabled many friendships to be made, which might otherwise have been impossible.

The prizes consisted of beautiful and useful articles manufactured and presented by members of the American Hardware Manufacturers' Association.

'Some Politics.

Thursday morning, some speeches were delivered which gave some inkling, to strangers that a Presidential campaign was in progress.

It may be said right here, that the delegates at the convention did not appear to be intensely excited over the el-

ection. There was little political talk around the hotel corridors or in the dining rooms. Nobody seemed afraid that the result of the elections, no matter who was elected would disturb the present very prosperous conditions in the States.

The meeting first listened to a somewhat lengthy letter from President Taft, in which he explained his policy as affecting the industrial interests of the country.

The letter was enthusiastically received, and on motion, a telegram was despatched to the President, at Beverly, Mass., endorsing his policy.

One of the features of the convention, was the address by A. Parker, Nevin, general counsel of the National Association of Manufacturers on "Law and Industry." Mr. Nevin outlined in a masterly way, the policies of the three leading Presidential candidates, in relation to the industrial interests of the country.

The next speaker was Hon. Huntington Wilson, Acting Secretary of State, Washington. Mr. Wilson's address, which was entitled "Export Trade and the Panama Canal," fully described the reorganized consular service of the United States, pointing out how the members of the association could use it to their advantage.

An Advocate of Free Trade.

G. Vintschger, president of Markt & Hammacher Co., New York, next addressed the meeting on the subject of "Export Possibilities of America."

Mr. Vintschger made a spirited attack on the U.S. tariff, claiming that it handicapped American manufacturers in seeking export trade. So strongly did he advocate a downward revision of the tariff and eventual free trade, that E.

S. Jackson, in moving a vote of thanks, opened his remarks by saying "I rise to pay tribute to courage."

"The Unrest of Prosperity."

The opening address of Thursday afternoon's session, was delivered by J. Hampton Moore, Congressman of the third district of Pennsylvania, Philadelphia. His subject was "The Unrest of Prosperity," and went into the causes of the desire for a change, which appears to be widespread in the United States.

Consul General Jones, on "Canada."

Of great interest to the Canadians present at the convention, was the address of U.S. Consul General Jones, Winnipeg, on "Canada." His address was, in part, as follows:

Extent of Consular District.

The consular district over which I exercise jurisdiction comprises a portion of the Province of Ontario, all of that territory from Fort William, Ontario, on the east to the Rocky Mountains on the west, and from the International boundary on the south to the North Pole. My duties have carried me through all of the western provinces, but up to the present time I have had no call to render official service in the land of the Midnight Sun. Within this territory it is estimated that there is a population of over two millions, and while I have no authentic figures as to the Province of Ontario, the Dominion immigration officer at Winnipeg assures me that there are upwards of a million Americans in the Provinces of Manitoba, Saskatchewan and Alberta.

In order that you may more fully appreciate its area, wealth and possibilities, I want to give you some detailed information concerning it. There is an aggregate of 500,000,000 acres of land in the prairie Provinces of Manitoba, Saskatchewan and Alberta, and the last available statistics show but 16,000,000 acres under cultivation. It is estimated that this represents less than one-eighth of the cultivable area. In the year 1900 only 3,491,413 acres were under cultivation, while this year the estimated area in crop is 16,000,000. This gives you a faint idea of the wonderful progress that Western Canada is making, and this ratio of increase will become larger each year.

Some Figures About the Crops.

While I am discussing the crop area, it might be well to point out briefly what the crop has been during this period.

In the year 1901 there were 63,311,632 bushels of wheat; last year, 194,183,000 bushels; 1901, oats 38,909,654 bushels; last year, 212,819,000; 1901, barley

7,331,225 bushels; last year, 24,043,000; 1901, flax 266,420 bushels; last year, 5,126,000. The average yield per acre was 26 bushels of wheat, 47 bushels of oats and 31 bushels of barley.

Into this new country American farmers have brought hundreds of millions of dollars in cash, as well as an experience in agricultural pursuits, which is world-famous. Many of these men have been unable to suppress the political instinct which is the heritage of Americans, and have taken citizenship in Canada. Many of them occupy positions of trust and influence, and there are members of provincial legislature who were born in the United States. While many homesteads have been entered by Americans whose proving up requires as a condition precedent the oath of allegiance to the King of Great Britain, I do not believe that a very large percentage of those who have come to Western Canada have renounced their allegiance to Old Glory.

Americans in Western Canada.

The large majority of the Americans domiciled in the West are to be found in the Provinces of Saskatchewan and Alberta, although Manitoba is now beginning to claim its share.

I have often been asked the reason for this influx of Americans into Western Canada. It is the cheap land coupled with the abundant crops.

Now this question of immigration is interesting to you as business men, because this large number of Americans is really the vanguard of American trade. They come to a country whose language is the same, and where conditions are in many ways similar to those in the United States. They find that New York rather than London sets the style, and the things they have been used to at home are required in Canada. Being familiar with American products, aside from the sentiment of the case, they naturally turn to American made articles, and by their practical demonstration influence in a large measure the farmers from other lands.

American Trade Is Increasing.

Our trade with Western Canada is increasing by leaps and bounds, and when you consider for a moment that 155,000 American citizens will go to Canada this year, taking with them an estimated capital of nearly two hundred millions of dollars, you can understand the importance of considering this market before any other foreign outlet.

Winnipeg is familiarly known as the Chicago of Western Canada. It is really the distributing point for the prairie provinces, and boasts a population of 200,000. Here are concentrated manu-

facturers' agents, and large warehouses from which the western trade is supplied from time to time. There is a large American representation in the city, it being estimated that upwards of 20,000 citizens of the United States are domiciled in Winnipeg. There are many wholesale jobbing houses which handle large lines of your goods.

Winnipeg is a wealthy city, and last year won distinction for herself as the largest grain centre in North America. During the year Winnipeg handled 101,326,250 bushels of wheat, with Minneapolis second with 96,647,850, and Chicago third totaling 42,629,721 bushels.

Winnipeg has grown from a frontier village of 215 people in 1877 to a metropolis of 200,000 in these thirty-five years. The city has a trade and general business largely in excess of the average for a city of its size. This is best illustrated in the bank clearings, which form more or less of an index of the volume of business transacted. Last year Winnipeg through its twenty-three banks carried a local business amounting to \$1,172,762,142, and this year's clearings it is estimated will reach one and a half billion dollars.

Winnipeg's building figures are equally illustrative. Last year the city put \$17,550,000 into new buildings, and already the total building permits issued for the first nine months of this year has gone over eighteen millions.

A Message from Western Canada.

But this point I want to bring to your serious consideration. It is the message that I have brought you from Western Canada, over two thousand miles away. Western Canada in many respects offers to-day the best opportunities for the sale of American made goods of any country in the world.

There are reasons for this. First of all, it is a neighboring market; you are dealing with an English-speaking race; no specialization is necessary; the goods you manufacture are the goods that Western Canada wants; the market is a growing one, rapidly developing and wealthy, not only in the sense of its future possibilities, but in the fact that it is financially able to pay for what it wants. You have facilities for transportation both by rail and water, and added to this, you have a positive preference in Western Canada for American made goods.

Consular Directory Invaluable.

Now, if you are going into Western Canada for a market, I should advise first of all that you get through the Bureau of Foreign and Domestic Commerce at Washington a copy of the Con-

(Continued on page 52)

Complete Course of Sheet Metal Work

By L. W. KOSER

(Continued from last issue.)

To develop the pattern for this style of ventilator, lay off a half section as from points 1 to 8 and develop the mitres the same as for a square cornice mitre.

Detail and develop the pattern for a 6 in. tubular ventilator. And, for a ridge ventilator 18 in. long and 6 in. wide at neck. When these ventilators are made to fit sklights, the ends of the base are simply cut to the pitch of the light.

What we require to know now is how to find the length of the different bars.

As the hip skylight contains all of the different bars we will draw a plan of a hip skylight as shown by Fig. 6 in

which A-B and C-B are common bars 1-2 the hip bar and 5-3 and 6-4 the jack bars.

We first draw a cross section Fig. 7 as follows:—

Let A-C equal the width of the curb on the glass line, S-B the elevation. Then A-B or C-B is the length of the common bars.

To get the hip bar draw the line 1-2 of Fig. 8 equal to 1-2 of the plan Fig. 6 erect the perpendicular 2-B equal to S-B of Fig. 7. Then 1-B equals the length of the hip bar.

To get the jack bars draw at Fig. 9 a diagram the same as Fig. 8 set off on

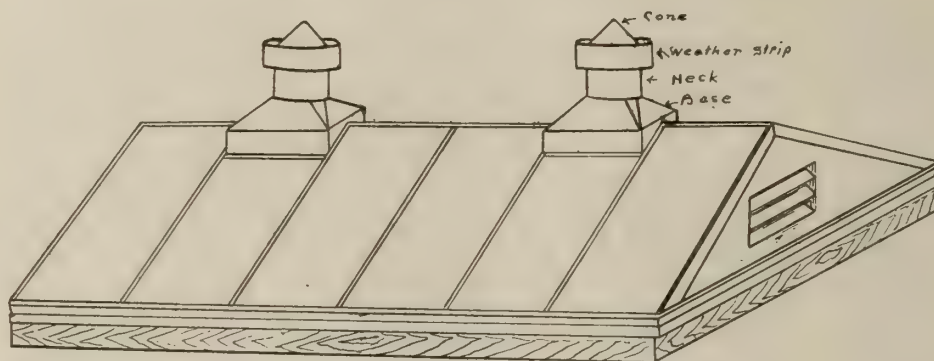
the line 1-2 the distance from 1-3 and from 3 to 4 of the plan.

Erect perpendiculars from 3 and 4 until they touch the line 1-B then 3-X and 4-K represent the height of the jack bars at points 3 and 4 of the plan.

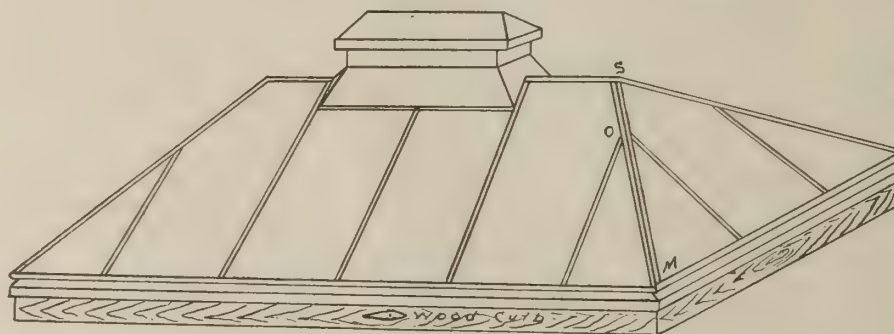
Now draw the line 5-3 of Fig. 10 making it equal to 5-3 of the plan. Erect the perpendiculars 3-R equal to 3-X of Fig. 9. Then R-5 is the true length of the jack bar 5-3.

In a like manner draw the line 6-4 of Fig. 11, making it equal to 6-4 of the plan. Direct the line 4-Z making it equal to 4-K of Fig. 9. Then Z-6 equals the length of the jack bar 4-6.

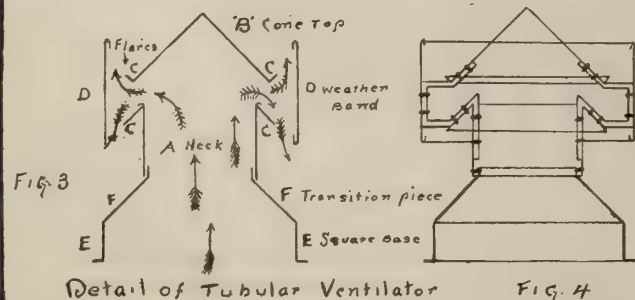
28



DOUBLE-PITCH SKYLIGHT WITH TUBULAR VENTILATOR
FIG. 1

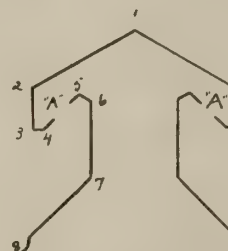


HIPPED SKYLIGHT WITH RIDGE VENT.
FIG. 2



Detail of Tubular Ventilator

FIG. 4



Detail of Ridge Ventilator
FIG. 5

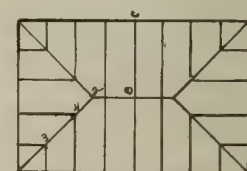


Fig. 6 Plan

Fig. 7 See online A-B-C Common Bars

Fig. 8 Hip Bar

Fig. 9 Jack Bars

Fig. 10

Fig. 11

Fig. 12

Catalogues and Booklets

Machine Knives.

Henry Disston & Sons, Philadelphia, have issued a book on machine knives, which is undoubtedly one of the most comprehensive of the kind yet published. It contains an article of some length, telling in detail how Disston machine knives are made. Illustrations of the plant and of every variety of machine knife are given.

Spring Hinges.

The Chicago Spring Butt Co., Chicago, Ill., have issued catalogue No. 29, dealing with their complete lines of spring butts and hinges. It details and describes each item, the list including all variety of spring and blank butts, spring hinges, floor spring hinges, lavatory spring hinges, strikes, latches, bolts, indicators, hangers, and push plates.

The catalogue is arranged with a view to assist in specifying. There is a complete schedule of parts and table of weights.

It is well printed and illustrated.

Kyanize Booster.

The November number of the "Kyanize Booster," issued by the Boston Varnish Co., Boston, is to hand. It is the first of a series of editions to be put out by various co-editors and is known as the "Stenographers Number." It contains a lot of helpful hints conveyed through the medium of humorous articles. It is a very readable number all through.

Hardware Letter Box

Aluminum Checks.

S.N.A., B.C.—"Could you inform us where we could procure aluminum checks or tickets?"

Patterson & Heward, 319 King St., W., Toronto; Montreal Stamp & Stencil Works, Montreal; B. Cairns, 77 Queen St., E., Toronto; Hamilton Stamp & Stencil Works, Hamilton, Ont.—Editor.

Shingling Hatchets.

Jas. Simonds, Ltd., Dartmouth, N.S.—"Kindly advise who manufactures shingling hatchets."

Allan Hills Edge Tool Co., Galt, Ont.; Jas. Smart Mfg. Co., Brockville, Ont.; Whitman & Barnes Mfg. Co.; Burgess Norton Co., Geneva, Ill.—Editor.

Cement Block Machines.

W. E. Powell, Tofield, Alta. — "Who manufactures cement block machines?"

Ideal Concrete Machinery Co., 211 King St., London, Ont.; London Concrete Machinery Co., Cabell & Kitchener Ave., London, Ont.—Editor.

Fibre Veneer.

W. Bourque, East Sherbrooke, Que.—"What firm manufactures a fibre veneer for floors, sold in rolls about 36 inches wide?"

Wood Mosaic Co., Albany, N.Y.—Ed.

Definition of "Kalamined."

J. W. B., Montreal, Que.—"Would be glad and no doubt it would interest others if you would give exact meaning of "Kalamined."

This is commonly known by the manufacturers as a "long terne sheet," and is nothing more or less than specially drawn sheet iron used in fire proofing doors, windows, etc. The man who first brought it out was supposed to have a secret process for making it but it was found that it was merely a lead covered sheet. Why he termed it "Kalamined" we do not know.—Editor.

Dates in Figures.

S. Schwanz, Rocanville.—"Will you kindly inform us through your paper, which is the proper way to write dates of the year when writing in figures. For instance, in writing Oct. 9, 1912, would you write 10, 9, 12, or 9, 10, 12?"

This is optional, we believe, but the usual rule is to put the day of the month first, followed by number of month and the year, thus 9, 10, 12.—Editor.

DEATH OF ROBT. A. WOOD.

Robt. Alder Wood, of the wholesale paint firm of Stewart & Wood, Toronto, died last week after about two weeks' illness. He was the son of the late Rev. Enoch Wood, who at one time was president of the Toronto General Conference.

Mr. Wood came originally from St. John, N.B. Early in his career he started into the drug business on Yonge St., Toronto, in which business he remained for about twenty-five years. Retiring from that in 1884, he formed a partnership with the late Mr. Stewart and entered the wholesale paint business. He was also prominently known in insurance circles, being one of the directors of the Merchants Fire Insurance Company. He had been a member of the board of trade since 1891.

Mr. Wood was very widely known in the trade and among the older citizens of Toronto. Everywhere, in business as well as private circles, he gained the sincere respect and liking of his acquaintances. He leaves many staunch friends. The funeral took place on Monday. Geo. H. Hees, Mr. Durham, Mr. Muldren, Mr. Fielding, Mr. Seor and Mr.

Lewis acted as pallbearers. Among many others present might be mentioned J. Ross Robertson and Senator Jaffrey, two of Toronto's most prominent citizens.

In religion Mr. Wood was a Methodist, being a member of the Metropolitan Church. He leaves behind him a widow and two daughters.



STOCK PRESENTS FOR VARIOUS MEMBERS OF FAMILY.

(Concluded from page 40)

Sweaters also appeal to girls in the winter time. But aside from these lines something may be shown for girls and young ladies. Pennants, such as are carried in many hardware stores, appeal mightily to them. Cushions—another new hardware line—are also favorably looked upon. Scissors of various sorts are great favorites, while copper and brass goods appeal to the daughter of the family almost as much as to the mother. Different kinds of brass and copper goods might be secured to meet sister's approval. Brass book ends would be sure to find favor. Then, for the girl who is at school, or who is working away from home, a chafing dish would make a great hit.

Advertise Along Family Lines.

Only a few suggestions can be made here. The thing is for each man who wants to get the most out of the Christmas trade to consider carefully the needs of each member of the family, and to prepare to supply these needs. Planning thus carefully will draw sales.

Some Christmas lines are slightly higher in price now than they were. Cutlery has advanced. So have copper and brass goods. This is something for the dealer to bear in mind when fixing his prices, but it is not something to deter his purchasing. It is to get the right thing people are most anxious. They will not haggle over a few cents on the price.

Advertising along the family lines here suggested would be wise. In the paper run lists of presents suitable for various members of the family. Dress a "Mother's" window. Inside have "Brothers'" and "Sisters'" counters. If this Christmas trade is worth going after, it is worth going after hard.



Hardwareman Married.

Tweed, Ont.—The wedding of Miss Lucy Baskey, of Flinton, to E. A. Esbach, salesman at the Fawcett Hardware, was solemnized by Rev. Father Powell, at St. John the Evangelist Church, Flinton, on Monday morning of this week.

Progressive Hardware Retailing

Hamilton Firm Have Already Started Advertising Cutlery and Silverware for the Christmas Trade—Eastern Firms Are Waging Vigorous Stove Campaign to Offset the Mild Weather—The Care of Explosives.

AN EARLY START.

Hamilton, Ont.—Stanley Mills & Co. have already inaugurated their Christmas campaign. They are indeed getting away to an early start. On October 23 an advertisement was inserted in the daily papers, calling attention to a week-end sale of cutlery and silverware. They stated:

"We have no hesitation in claiming that our displays in both these lines this season are considerably finer and larger than any we've ever shown before—and that they are easily the most attractive stocks in Hamilton as regards both variety and value.

"Every line in our assortment has been selected with great care and we stand back of every article with a broad and honest guarantee of reliability."

Under the caption "Now is the very best time to buy Christmas gifts," they say: "Our assortments are in the most complete state of the entire season and values cannot possibly be better than at this sale."

This undoubtedly was an early appeal for Christmas trade but it was found to be a highly effective one, the sale arousing a lot of interest.

VIGOROUS STOVE CAMPAIGN.

St. John, N.B.—The matter of pushing the sale of stoves is now being given most earnest attention by local dealers, but so far their efforts have not been greeted with particular success, except in some cases, largely owing to the mild weather which has been prevailing. "A period of cold weather, if only for a week, is greatly desired by the trade just at present," said a St. John hardware merchant in discussing the situation this week. "While it is true that we have had a most remarkably successful season up to the present—the best in fact since we have been in business, and I understand that the same is true of other houses in this city—nevertheless we've simply got to keep after the trade, after the public, all the time with no let-up, or else the returns are not as satisfactory. This is particularly true at the present. We make a practice in selling a stove to endeavor to include other accessories as well, and one stove sale, if we are successful in our aims, means a little busi-

ness in a few of the other departments also."

While it is, generally speaking, at present the aim of practically every dealer to centre interest in his stove department and boost the sales in this connection, some of them are going even farther in their persistent campaign and are seeking to arouse interest not only amongst possible purchasers of new stoves, but as well amongst those who are the owners of stoves which with a little repair could be put in good shape. "Our crews of repairers can fix your stove if it is possible to do so," is their watchword. "Just give us a chance." Every store of importance has its crew busily engaged in the work of repair, and of putting up stoves in position in private homes, and other stores, and this is a feature which has been developed to quite an extent of late years.

A TIMELY CAMPAIGN.

Preston, Ont.—W. F. Mickus, proprietor of the "Green Front Hardware" is making a timely appeal for trade in lanterns. This is the season when the need for lanterns in doing the chores around the barn is first felt and there is, in consequence, a good demand. In a recent advertisement, he says:

"How different you feel carrying a good bright lantern into the barn at night than when you have to go prowling around in the dark.

"It is nearly as bad when you have one that smokes and makes a dim light, that is hard to light and that blows out easily except when you want to put it out.

"Our lanterns as well as all articles for the stable and home are the best made and still at very reasonable prices."

THE CARE OF EXPLOSIVES.

Some figures that give considerable room for thought are printed in a contemporary in the course of an item dealing with the probability of the Dominion government undertaking some changes in the law regarding the care and manufacture of explosives. In England in 1906, 3,000,000 shots of dynamite were fired in one of the large mining districts, 1,250,000 pounds of high explosives were used—and not one accident of any kind was known. In Canada the accident

rate from the use of explosives varied considerably in the years from 1899 to 1908, running from 2.19 to 9.21 in different provinces.

In Cobalt the death rate touched 11.94 at one time. It is satisfactory to note that the death rate in Cobalt mines from all causes is much below that figure now and is steadily decreasing.



THE CUTLERY TRADE.

Regarding the cutlery trade in Great Britain, the Ironmonger says:

"A strike of horn scale and handle pressers is causing no little inconvenience in certain branches of the cutlery trade of Sheffield. For the handles of matchets there is no suitable available substitute for pressed horn, but makers of razors are resorting more and more to vulcanite for their scales, while the failure of the supply of horn is causing an extended use of celluloid for table and pocket cutlery. Hard bone has become so scarce and dear that its use in connection with cutlery has been almost discontinued; celluloid, which costs only a trifle more, being employed instead. The cutlery trade is extremely busy as a whole but the expansion is entirely confined to the cheaper classes of goods, and it is believed that sales of the more expensive qualities are actually declining. Be this as it may, the proportion of cheap to best cutlery being produced has never been so great as now, and all the indications point to the tendency continuing in the same direction. Shopkeepers report that the majority of their customers, even of the middle class, are unwilling to pay more than a shilling for a penknife. A comparatively new feature of the trade is the enormous demand for penknives from large trading concerns who give them away as advertisements. But for orders of this kind the penknife trade would be comparatively quiet. The free distribution every year of many thousands of knives, and also to some extent of scissors and razors, cannot fail to diminish the counter sales of the cutlery dealers and ironmongers, although it does not follow that every recipient of one of these gifts would otherwise have purchased a knife at a retail shop. It seems to be a fact that the public are buying lower priced penknives than formerly."

Current News of Hardware Trade

Store Burned Out.

Vandura, Sask.—The hardware store of Ben Lett has been burned out.

To Establish Plant.

The Presto Heater Co., of Alberta, are arranging to establish a plant in Edmonton for the manufacture of a new type of furnace.

Starts a Tinshop.

Strome, Alta.—H. W. Storey, the cash hardware and furniture dealer, has established a tinshop in connection with his store.

Distributing Centre.

A despatch from Saskatoon reads: Saskatoon will likely be one of the main distributing centres for the Canadian branch factory of the National Cordage Co., Ltd., London, England.

To Make Lumbering Supplies.

Ottawa, Ont.—Smart-Woods, Limited, Montreal, a five-million-dollar company with C. A. Smart, of Montreal, and Col. J. W. Woods, of Ottawa, have been incorporated. They will manufacture bags, lumbermen's supplies, etc.

Map of Balkans.

Maps, showing the Balkan peninsula, where war is now being waged, are being given away by the James Robertson Co., of Montreal. These also show the three rulers most closely affected, the King of Greece, the Sultan of Turkey and the Tsar of the Bulgarians.

Big Oil Plant.

Vancouver, B.C.—The Segur Oil Refineries, Ltd., are building a big thousand-barrel-a-day refinery on Burrard Inlet, opposite Barnet, and, with no serious setbacks, will be up and in operation around the first of the year. Gasoline, benzine, kerosene, naphtha, coal oil, castor machine oil, road oil, dynamo oil, distillate, all kinds of greases, asphaltum will be among the lines manufactured.

W. H. Boomer Killed.

St. Thomas, Ont.—William H. Boomer, a tinsmith in the employ of Ingram & Davey, Limited, passed away at the Amasa Wood hospital as a result of injuries sustained in a fall from a roof. It was while about to descend that he missed his footing and fell a distance of some sixteen feet. He was taken to the hospital, and it was only a few hours before he was almost completely paralyzed.

Burglars Arrested.

Owen Sound, Ont.—Two local characters were arrested Sunday evening for the theft of firearms, etc., from Creeper & Griffin's store. The crime was committed on the night of Sunday, 13th inst., the thieves taking a piece out of

the plate glass windows and with a strip of tin bent into a hook, drawing three shotguns, four revolvers, two hunting knives and some other articles through the hole. The affair was a particularly bold one, for it was carried out right on the main street.

Death of John Blache.

The death occurred in Montreal on Oct. 27, at his residence, Upper St. Dominique street, of John Blache. While the late Mr. Blache through failing health had not been able to keep up his connection with the hardware trade in Montreal during the past year or more, still there were few of the older hardware men who were better known or more respected. In the early hardware days of Montreal, Mr. Blache was connected with the late F. H. Rastoul on St. Paul street, and later with the Jas. Smart Mfg. Co.'s Montreal warehouse, leaving the latter company about the year 1892 to accept the position of city traveler for the H. R. Ives Co., and continued with this company until they ultimately discontinued business some few years ago.

As a hardware man Mr. Blache had a thorough knowledge of his business, was painstaking and consistent with his word and held the respect and esteem of all the trade with whom he did business. As a man he was quiet and unassuming with a big heart in the right place and to the many who knew him well the memory of John Blache will not soon be forgotten.

Preparing for Hockey.

Montreal, Oct. 29.—The annual meeting of the Wholesale Hardware Hockey League was held last week, when arrangements were made to secure Victoria rink for this year's matches. Six teams, it appears, will enter.

The executive for the coming season was elected as follows: President, Thomas Robertson; vice-presidents, F. H. Malone and P. Bolan; secretary, R. F. Warren; treasurer, E. M. Hulbert; auditor, F. Tripp; executive, G. Seybold, H. Seybold, Geo. Thompson and R. Deadowdy.

A meeting will be held within the next month to arrange a schedule.

New Retail Firms.

Ardath, Sask.—Moser and Hambly have opened a hardware store.

Battleford, Sask.—White and Joliffe are opening a hardware store.

Coquitlam.—H. S. Goddard, a hardware man of St. John, N.B., visited Coquitlam last week under the auspices of the Coquitlam Terminal Co. and after carefully looking over the field has de-

cided to organize a company under the style of the Goddard Mercantile Co., with a capital of \$25,000 and will immediately erect a handsome combination store and apartment building on the corner of Broadway and 15th Avenue. The first floor of the building is to be erected within sixty days and the retail hardware store will be opened temporarily in the Terminal Building on Broadway.

Personal Notes.

Mr. Lapp, sales manager of the Queen City Oil Co., has gone up to Point O'Bara for a two weeks' hunting vacation.

J. D. H. Browne and Mr. Brundrewte, of the Cochrane Hardware Co., Sault Ste. Marie, were in Toronto last week.

Among recent Toronto visitors were Roy McGregor, of Oakville, and Mr. Mathews, of Burlington.

Thos. F. Hodgson, from the Toronto city office of the Steel Company of Canada, is spending a month's holidays at Bala and will return about November 1.

Hon. Chas. Alexander, of Providence, R.I., one of the directors of the Steel Company of Canada, spent Thanksgiving in Hamilton and Toronto with vice-president Cyrus A. Birge.

Vice-President Col. Gartshore and Superintendent Somers of the McClary Mfg. Co. were in Toronto last week.

Business Changes.

Guelph, Ont.—The stock of the Guelph Hardware Co., which was purchased by Bales & Son, of Oshawa, has been resold to Fred Adams, of Fordwich, who will carry on business under the name of the Adams Hardware Co.

Webbwood, Ont.—H. Brathwaite has assumed charge of the hardware store of the late Mr. Purvis.



COPPER SHEETING FOR BUILDINGS.

That larger uses for copper are being found almost continually is illustrated to anyone walking along upper Broadway where new apartments are being erected. In more than half of the cases copper sheets are being put into the structures. A large tonnage of copper is used in New York every year for cornices, ornamental work about doors of apartment houses, etc., and shows that there is practically no limit to the number of uses to which it can be put, and incidentally it helps out the copper market.—Wall Street Journal.

Weekly Market Report --- Metals

METAL NOTES.

The metal markets have remained remarkably firm in view of the troubled conditions in Europe. There is a large demand.

Lead has been put on a lower level at Montreal.

Tin experienced a flurry early in the week but soon recovered.

Copper is reported to be temporarily weak, owing to European declines.

MONTREAL.

Montreal, Oct. 31.—Generally there is a quiet tone to the market, though on Tuesday a flurry in tin occurred in New York which caused widespread interest. For a time tin dropped considerably, a good deal being thrown upon the market, but later events have seemed to indicate that this was not the straw showing that tin was to weaken materially.

On the whole metals are remarkably strong, considering the troublous conditions in Europe. Some declines have come, but for the most part these have been small. Lead has fallen off considerably, so much indeed that the local handlers have been able to reduce their prices materially. This reduction in lead is the only change of importance which has been struck locally, though galvanized sheets of some lines have been advanced slightly.

Buyers for All Metal.

Tin.—It develops that the flurry in New York on Tuesday resulted largely from large selling by one firm. This concern, having a heavy stock, and fearing conditions which might be produced by reason of the trouble in the Balkans, determined to sell. Their offerings were readily taken up, but the price was naturally reduced for the time.

To-day tin has recovered what it lost. Indeed it is learned that many of the best concerns in New York bought eagerly when the prices fell temporarily. "I sent buying orders as soon as I learned of the decline," said a Montreal metal man. "It seems to me that a buy on any fall in the market is good in tin."

Local Prices Drop.

Lead.—Here prices on the English market are now below the £20 mark, but even this is a high price. Nor does there seem any great reason to look for a much further decline. The war scare makes the situation uncertain, yet it does appear as if a good stiff price will be maintained.

• Locally lead prices have been dropped from 25 to 50 cents a cwt., the present quotations being:

Domestic Trail	\$6.00
Imported Pig	6.00
Bar Pig	6.25
Sheets, 2½ lb.	7.25
Sheets, 3 to 6 lb.	7.00

Stocks locally are good, and orders heavy.

Scarcity of Sheets.

Iron.—Here there has been but little change on the primary market. Prices have tended to decline, but no downward movement sufficient to reduce prices locally has been felt. In sheets, indeed, the scarcity is such that an advance has been made in a few lines. This is the one market where supplies are really scarce, and it is only in some lines that any trouble in filling orders is being experienced.

Copper.—This seems the weak market. In face of European declines producers in the United States are maintaining their price, aiming, apparently, to make the buyers come to them. The opinion, however, seems to prevail that copper has been at something near its highest level for the year. Many look for a decline, though this may not come at once.

Antimony.—This metal, advanced last week, is moving quietly as usual. A small upward turn in the prices is not sufficient to cause any excitement here.

Spelter.—The metal is plentiful. Prices remain as for some time past.

TORONTO.

Toronto, Oct. 31.—Few price changes are to be reported this week. Apollo brand galvanized sheets have advanced. Quotations for tin on small orders are given by some dealers as slightly higher, while others still quote last week's figures. Demand in all lines keeps good and in some lines is greater than ever before. There is no great accumulation of supplies in any line. Stores laid up to meet the fall demand have been greatly reduced. Dealers locally report business as excellent and well in advance of former years.

Tin.—Demand for tin is still very good, although orders lately have been for small quantities. To a very great extent dealers are buying from hand to mouth on account of the high prices. No change in price is reported this week, latest quotations being given as 53. Some dealers quote 55 on small orders.

All Records Broken.

Iron.—It may safely be said that the demand for iron has this season broken

all records. Never before was there such great demand for iron and steel products generally. Firmness in tone of the markets still exists. Supplies are scarce.

Plates and Sheets.—What was said of iron may also be said of plates and sheets. Past records are being dimmed by this year's trade. This week shows an advance of 20 cents in the price of Appole brand galvanized sheets.

Latest quotations are as follows:

24 gauge, American	\$3.65
26 gauge, American	3.70
28 gauge, (26 English)	4.15
10¾ oz., equal to 28 English.....	4.45

Lead.—No change in price of lead has taken place during the past week. Recent decline has driven buyers out of the market, but they will likely return in force as prices advance. Supplies locally are in good condition.

Antimony.—Local demand for this product continues very good. No change is reported in price. A general firmness in tone of the markets still exists.

WINNIPEG.

Winnipeg, Oct. 29.—There are no further advances to report in metals since last review, except an advance of \$2.00 per ton on some lines of steel. All metal prices are very firm, and liable to further advances. Bar iron is still quoted in Winnipeg at a much lower figure than at Eastern and Southern points and a rise is certain to be announced shortly.

The situation in metals remains unchanged, a supply not sufficient for demands. How long this state of affairs will continue is difficult to say. There is no doubt that the growing scarcity and high prices of lumber are largely responsible for the increase in the use of metals for building purposes, but the rapid expansion of the West is also partly responsible.

There is underlying all an uneasy feeling that the world's metal production is hardly keeping pace with the demand made upon it, and that the future only holds out a probability of shorter supplies and higher prices.

UNITED STATES STEEL.

Chicago.—A local paper says the Steel Corporation's next annual report will show quiet acquisition of 40,000 acres of Illinois coal lands at \$40 an acre, which is now marketable at \$1,000 per acre. The lands are reported to contain 500,000,000 tons of coal and are accessible to the Gary plant via one of the corporation's roads.

Weekly Market Report --- Hardware

MORE PRICE ADVANCES.

The upward movement in prices still continues, although there have been some changes in the other direction. The price changes of the week can be briefly summarized as follows:

Advances in wire nails; coiled spring wire; galvanized barb fencing; galvanized plain twist; wrought staples.

Galvanized wire is quoted at slightly lower figures.

MONTREAL.

Montreal, Oct. 31.—Again there are noted a number of price changes, and again the majority put the goods upon a higher level. There are one or two exceptions to the upward movement, however, notably galvanized wire, where goods for spring are being generally quoted about 10 cents lower than they have been listed. In fencing, on the other hand, there has been an advance, as also in fence staples. In galvanized sheets, too, another upward movement is noted.

Business generally is exceedingly good. The holiday broke into things a little, but ordering has revived during the closing days of the week to a great extent. For winter goods the call is becoming loud. Skates are being largely ordered. The demand for weather strip is huge, and seems to be growing larger. Hockey supplies also are being ordered, and lumbermen's supplies are being largely bought.

One Advance.

Heavy Hardware.—An advance is noted in Apollo galvanized sheets, the movement being from 10 to 20 cents. Present quotations are:

24 gauge	\$3.75
26 gauge	3.95
28 gauge	4.30
English	4.50

In wire nails also there has been an advance, these now being quoted on a \$2.35 base instead of \$2.30.

Wire Goods.—Here the price changes have been many, some in one direction and some in the other, though for the most part the tendency has been upward—the cause still being the high cost of metals.

Coiled spring wire is now being quoted for spring at \$2.25 instead of \$2.

More New Spring Figures.

In galvanized wire the new figures are:

Nos. 4 and 5	\$2.70
Nos. 6, 7, 8	2.65
No. 9	2.20

No. 10	2.70
No. 11	2.75
No. 12	2.35
No. 13	2.45
No. 14	3.05

In wire fencing galvanized barb is now being quoted at \$2.35; while galvanized plain twist is quoted at \$2.85 in place of the old \$2.75.

In wrought staples, too, there have been changes struck as follows:

Bright, 1½ to 1¾ in 100-lb. kegs, \$2.55.

Bright, 1½ to 1¾ in 25 and 50-lb. boxes, \$2.80.

Galvanized 1½ to 1¾ in 100-lb. kegs, \$2.85.

Galvanized 1½ to 1¾ in 25 and 50-lb. boxes \$3.10.

Christmas Goods. — Only about 50 more shopping days until Christmas now. This means that the retailer must hurry to prepare his stock if he is to get off to the early start which is desired. Orders for lines which move well at Christmas are now being received on every hand. For silverware the call is large. Also for such lines as casseroles. Then there is developing a larger call than usual for china and cut glass. Brass and copper goods and electrical appliances are also in great demand.

TORONTO.

Toronto, Oct. 31.—This week shows but few price changes, and all still in an upward direction. An advance has been noticed in the price of bolts and nuts, and a tendency to advance in wire nails.

Business generally has been very satisfactory. A slight falling off in orders was noticed on account of the Thanksgiving holiday, and trade was thus rendered somewhat slower than in previous weeks. But on the whole, business has been exceedingly good.

Seasonable Goods. — Great demand for seasonable goods still continues and these lines are moving out rapidly. All preparations for winter will soon have to be made. The long-continued mild weather has prolonged trade in these lines, but all changes will soon have to be completed now. Both wholesale and retail dealers are well satisfied with the season's business.

Lumbering Supplies. — Every week brings the cold weather nearer and makes the call to the woodsman stronger. Dealers, especially in the northern districts, have already stocked all lumbering supplies, and are beginning to feature these lines. Prospects for a splendid season's business are everywhere good.

Builders' Hardware. — Demand for builders' hardware of all kinds still keeps good. Finishing goods are especially in demand, among which might be mentioned hinges, locks, knobs, hooks, brackets and many other lines which are used in putting the finishing touches on buildings.

Heavy Hardware.—This week shows an advance in an upward direction in the price of bolts and nuts. Latest quotations give the following prices:—Carriage bolts (\$1.00 list), ¾ in. diam. and smaller, 60 and 15%. Carriage bolts (\$1.00 list), 7-16 in. diam. and larger, 55%. Machine bolts, ¾ in. diam. and smaller, 65 and 5%. Machine bolts, 7-16 in. diam. and larger, 57½%. Sleigh shoe bolts, ¾ in. diam. and smaller, 55 and 10%. Sleigh shoe bolts, 7-16 in. diam. and larger, 50 and 5%. Coach and lag screws, 70 and 10%. Skin bolts, 70 and 10%. Square head blank bolts, 57½%. Bolt ends, 57½%. Plow bolts, 55 and 5%. Elevator bolts, 60%. Fancy head bolts, 50%. Shaft bolts (\$3.00 list), 50%. Slip bolts, large head (\$3.00 list), 50%. Whiffletree bolts, 50%. Nuts, square, 4c off list. Nuts, hexagon, 4¼c off list.

An advance has also been made in the price of nails and screws to the jobber. There is a possibility, therefore that an advance in price to the trade on the same lines will follow.

WINNIPEG.

Winnipeg, Oct. 29.—Prices on general hardware have steadied down since last review and no further changes are to be reported.

In an interview yesterday, J. H. Ashdown, president of the J. H. Ashdown Co., spoke very hopefully of the business outlook and expressed his confidence that the present activity in all lines of Western business would be well sustained. Referring to the highly important matter of collections, he said it was a little soon to expect a very marked improvement. Farmers were, it is true, now realizing on their crops, but the wages, threshing and implement bills had always to be settled before the merchant got his money. The implement men were right on the spot to make their collections. In this they had an advantage. Money has to sift through one or more hands before it comes to the wholesaler. Mr. Ashdown, however, was of opinion that with the high grading of the crop now being marketed and consequent profitable returns to the farmer, Western liabilities would be most satisfactorily met.

General hardware business is keeping up in satisfactory volume. Winter sporting goods are beginning to move quite freely. There is, as might be expected, some falling off in the demand for builders' supplies.

Stoves, Furnaces and Accessories

Getting After the Furnace Business

The Plans Adopted by James Millar Who Does a Very Large Business in Furnace Installation—Sends Out Two Letters to Builders of New Homes—Makes Satisfactory Work His Chief Advertisement.

Many different methods of securing new business have been resorted to by heating engineers. It is the old story, "If the mountain will not come to Mohammed, then Mohammed must go to the mountain." New homes are continually being built, and in each of these, a heating plant of some kind is to be installed. It is in the interest of every heating contractor to get in touch with the men who are building and to convince them if possible that their system of heating is the one best adopted to the home under construction.

Many plans have been made by contractors to introduce their systems into homes. David Millar of 107 Church St., Toronto, who is recognized as being one of the biggest heating engineers in the city has adopted a very simple method of getting in touch with different business prospects. Instead of going out over the city and hunting up the different men who are building, and carrying on with them a personal conversation, Mr. Millar secures a list of building permits issued, and thus gets the names of every man he wants. To each man he sends two circular letters, the second at an interval of about ten days after the first. Each letter deals with the problem of heating and ventilating residences and advocates the installment of Millar's heating system.

Reading these gives a man some idea of the system advocated before he comes into personal contact with Mr. Millar at all, with the result that the man who is sufficiently interested to go to Mr. Millar for more information about the system is usually open to conviction.

Besides the letters, Mr. Millar makes use of two small pamphlets, the first on "Combination Heating," and the second "The Heating and Ventilating of Residences from a Physician's Standpoint." This latter deals directly with heating homes and the health of the inmates.

Inspects the Work.

In order to insure satisfactory results, Mr. Millar makes it a point to inspect the work of his men, and see for himself that the work is of such a nature as to warrant approval. Wide experience has taught that in order to make a perfect success of any heating system, a thor-

ough understanding of the system must be had by the installer. So that, whether the workman understand exactly the "why" and the "wherefore" of everything, the contractor through inspection can see that everything is made right.

Through this system of personal oversight and inspection, Mr. Millar has

made for himself an excellent advertisement. Complete satisfaction on the part of the buyer is one of the best sources of advertising a dealer can have, for nothing bears quite so great weight with a man as the personal recommendation given after experience by a friend.

During the rush season which usually extends over the last four months of the year Mr. Millar drops all systems particularly designed to get new business and concentrates all his attention on the work on hand. The system of reaching men by letters as mentioned above is the one, however, from which Mr. Millar has derived the greatest satisfaction.

Scarcity of Men and Material Felt

Hardwaremen and Furnace Contractors are Finding it Hard to Fill Their Orders on That Account—Manufacturers are Doing Their Best—It Will be a Record Year in Point of Furnace Sales.

That this has been a record year for furnace men, there is not the slightest doubt. "Our August, September and October trade has advanced 100 per cent. on last year," said one dealer last week, "and if we could only get in supplies when we want them, and secure more men to do the work, there is no saying what advance on previous records we might make."

Building this year has been carried on to a much greater extent than in previous years. Not only have there been many public buildings under construction, but new residences have been springing up everywhere. Older buildings have been remodeled, enlarged and made to look and feel as comfortable as possible. In this way the installer of furnaces has had opened for him a field such as he had never heard of before.

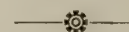
But there have been two great obstacles which have tended to keep in check all heating contractors. The first of these is scarcity of supplies. "I gave an order for fifty furnaces, and they are being shipped one or two at a time," was the complaint of one of the country's largest contractors. Not being able to count on prompt delivery, heating engineers everywhere have been experiencing considerable difficulty. The manufacturers are in no way to blame for this. They are turning out furnaces and all heating accessories faster than ever before, and yet cannot quite keep up with the demand. Such an increase in trade over former years was not cal-

culated upon, and now the rush is being felt.

Scarcity of Labor.

The second great obstacle is scarcity of labor. Furnacemen cannot be made in a day. Much time is required to make a man proficient at his work, and through scarcity of men, and a rush for time, heating engineers are again hampered.

Much time, too, is wasted through men not being able to complete jobs all at one time. Scarcity of men and material causes delay not only directly but also indirectly, for time is wasted through men changing from one job to another—being forced to leave one job before it is finished and return to it at some future date.



CEMENT DUTY BACK.

Ottawa, Oct. 31.—To-day sees the end of the period of five months during which half the duty on cement was remitted. The full duty comes automatically into force again and from now on importers will pay as formerly.

It is impossible to say what steps the government will take in the future but the newspapers are predicting that Hon. W. T. White may be expected to make provision for some change in his next budget speech.

Weekly Market Reports---Stoves

The bulk of the rush orders to the West have been filled now but this has not diminished the volume of the demand to any extent whatever. The manufacturers are rushed to fill their orders. The continuance of mild weather is regarded as very favorable.

Some advances in price are recorded. Canada plates have gone up and new quotations have been set on galvanized sheets Apollo brand.

MONTREAL.

Montreal, Oct. 31.—Late last week several changes in price, closely affecting the stove market, were made. The stove review had been written, but it was possible to send a special despatch conveying the news. It will be remembered that heating apparatus generally was advanced about five per cent. Radiators were put upon a new level, also boilers.

This change has seemingly had no influence whatever on ordering. Still the demand for furnaces is as large as ever, and the call for radiators is insistent. It is not the higher price asked which is bothering purchasers most, but rather the difficulty they are experiencing in getting their requirements filled.

Canada Plates Up.

This week sees other changes of importance struck. All bright Canada plates, 52 sheets, have been advanced to \$3.70; and galvanized sheets, Apollo brand, have been put upon a new and higher level. The new quotations are:

24 gauge	\$3.75
26 gauge	3.95
28 gauge	4.30
10¾ oz. equal to 28 English..	4.50

Ranges and Heaters.—The great rush is now on. By boat heavy shipments are being made, and practically train loads are being rushed through to the West. Many heaters are going to the lower townships—also to the far West. Ranges are being ordered from all directions. Evidently, from the sorting orders being received, a large number are being sold by the retailers. The crisp weather is helping business in this line.

A Growing Demand.

Oil Stoves.—For these little heaters the call has grown tremendously. Retailers who believed they had ample to meet the demand have sent supplementary orders. These comfort bringers have

grown greatly in favor ever since last year, and they were popular then.

Furnaces.—It was known, from the amount of building under way, that the call for furnaces would be heavy. With this in view manufacturers prepared, stocking heavily. But the supply, so carefully laid up, has been exhausted. The demand has been larger even than was expected, and even samples have been sold. Furnaces are still being rushed out, but it is likely that all made will be disposed of readily.

Radiators.—Here some lines are fairly plentiful, but for the small sizes, which are wanted on every hand, there is a call which the manufacturers find themselves unable to meet. Supplies are going as fast as they can be manufactured.

Delay in Building Helps.

A saving feature here is that buildings are so far behind that in many cases radiators cannot yet be put in. This gives the manufacturers more time in which to turn out what is needed.

Seasonable Goods.—For ash cans, stove pipes, eave troughs, tinware and graniteware the demand continues large. Indeed it is a banner stove season all around.

TORONTO.

Toronto, Oct. 31.—This week shows a slight easing off in orders. Orders from Western Canada and Northern Ontario which were most urgent, not only on account of cold weather setting in earlier in those parts than in the East, but also on account of navigation closing, have now been attended to. Many orders are still coming in, especially for furnaces and heaters, and although not quite so urgent are still well up to the mark in value. Business is reported everywhere as good and wholesale dealers feel thankful that the cold weather is keeping off, thereby allowing them more time to meet the demands of the retail merchants.

Ranges.—Orders for ranges are still coming in briskly although a slight falling off from last week has been noticed. Wholesale dealers are now beginning to feel that the rush of the season is fairly well over, and that now they are in a position to keep up with their orders and give more prompt delivery.

Furnaces.—Owing to the long continuance of mild weather this fall, orders for furnaces have been coming in rather longer than is usual. Both manufacturers and retail dealers feel the benefit of this. More time is given the manufacturer to

make his shipments and the retailer to install his heating system.

Heaters.—Demand for heaters still keeps well in advance of the supply. Looking forward to cold weather in the near future, people are pressing the retail dealer for heaters of all kinds. The retailer, on his part, is urging the wholesale dealer for shipments. Wholesale merchants report that they are still behind with orders, and although every effort is being put forth, still the demand is so great that they cannot get ahead with supplies.

WINNIPEG.

Winnipeg, Oct. 29.—Stove displays occupy a good deal of space in all retail stores at the present time, but the exceptionally fine weather of the past two weeks has not been particularly stimulating to the retail trade and a few sharp frosts would undoubtedly stir up customers.

Notwithstanding, the stove business in the West has been of enormous proportions since the fall movement set in. Heaters of various kinds of course preponderating in sales. Gas stoves, ranges and fire places are increasing in popularity for city use and it is interesting to note many beautiful lines now on exhibition.

Country points, however, still demand coal or wood heaters, and the increasing wealth of the country is evidenced by the growing sales of more elegant and expensive models than could have been disposed of at all a few years ago.

WONDERFUL DEVELOPMENT.

Dr. J. E. Stead described what he called "an epoch-making development" in steel rail manufacture at the Leeds meeting, October 1, of the Iron and Steel Institute, a new process by Mr. Benjamin Talbot which Mr. Talbot allowed Dr. Stead to describe before the Institute.

The discussion on the manufacture of sound ingots was one of the most important discussions before the Institute for years. Three formal papers were presented, and the discussion, led by Dr. Stead, was very important, and particularly so from the news he gave of Mr. Talbot's invention.

Mr. Talbot had been working along this line for some eighteen months. His process produces a double result; it eliminates the pipe in the ingot and it induces a segregation which gives the resulting rail a soft centre with hard wearing surface.

COMPLAINS OF DISCRIMINATION

October 25, 1912.

Editor Hardware and Metal.—

Dear Sir,—I always read Hardware and Metal and generally get some useful information from it. I generally, too, read the accounts of the conventions, social gatherings, etc., and, of course, read in yours of the 19th the account of the banquet of the wholesale hardwaremen held in Montreal on the 15th inst. These annual gatherings of men engaged in the same lines of business have much to commend them, but what must be the feelings of some of these banquetters? Do any thoughts obtrude of the instructions that are passed down the office staff and on to the travelers that on certain lines and to certain men lower prices should be given, and so deprive their opponents of the legitimate share of the business. The honest, confiding retailer who believes in the prices he is getting, is at a disadvantage competing with a wily opponent who plays one traveler's prices against another's, and secures a rebate. These reductions run from 5 to 10 per cent., so you can see what a handicap is on the dealer who does not get them.

Yours truly,
Retailer.

UNITED STATES CONDITIONS.

Commenting on general business conditions in the United States, Dun's Review says:

"Every report from every section of the country is favorable, and the general business situation is not only very active, but is entirely healthy. Taking it altogether, there has never been a more remarkable uplift in American business than that now in progress at a time of foreign disturbance and of an important domestic political campaign and it is notable also that the trade and industrial expansion, while testing the capacity of plants and banks and railroads and the labor supply, causes a comparatively small amount of friction. The heavy railroad buying of rails, cars and other equipment is the immediate feature of the iron and steel trade."

INDIA'S OIL INDUSTRY.

The Bombay Government has decided to institute a survey of the oil-pressing industry in the Presidency. The Governor-in-Council has selected for the purpose Mr. Yashwant Ganesh Pandit, who has acquired considerable experience of this industry. Mr. Pandit will be employed for a term of six months from the 1st of October, 1912. He should

visit all the chief centres of the oil-pressing industry in the Presidency, inclusive of Sind, whether conducted in factories on an extensive scale, or carried on by the indigenous methods in vogue with the country "telis." He should make a thorough investigation of the methods and conditions of the industry in both these aspects, and submit a comprehensive report thereon.

ATLANTIC CITY CONVENTION.

(Concluded from page 43)

sular Directory. This will give you the names and addresses of all firms in the consular districts of the world. The directory was prepared by the consular officers, and is complete as careful consideration and inquiry can make it. This directory as a matter of course includes the business addresses of Western Canada. If you do not agree with me in the matter of catalogues and desire to try out its efficiency, remember that there is a duty of 15 cents per pound upon printed catalogues coming into Canada. One catalogue, however, may be sent free to any dealer.

And don't forget the Consular Corps in Canada located at important points where your inquiries are always welcome and promptly and intelligently answered.

Smoker and Vaudeville.

Thursday evening was very pleasantly spent at the Savoy Theatre, which had been specially reserved for the hardwaremen. By permission of the Atlantic City Commission smoking was per-

mitted and each gentleman as he entered was presented with a package of cigars. The ladies received boxes of chocolates.

A really good bill was presented by the entertainers, and it is safe to say that every delegate present spent a thoroughly enjoyable evening.

On Friday morning, the association met in executive session, and, after listening to the reports of committees, elected the following officers for the ensuing year:

President, P. B. Noyes, Oneida Community, Oneida, N.Y.

First Vice-President, C. S. Hubbard, Ames Shovel and Tool Co., Beaver Falls, Pa.

Second Vice-President, William H. Matthai, National Enameling & Stamping Co., Baltimore, Md.

Third Vice-President, H. R. Towne, The Yale & Towne Mfg. Co., New York City.

Secretary-Treasurer, F. D. Mitchell, New York City.

Executive Committee, Chas. J. Graham, Graham Nut Co., Pittsburgh, Pa.; Frank Baackes, American Steel & Wire Co., Chicago, Ill.; Wallace L. Pond, Nicholson File Co., Providence, R.I.; E. M. Kemp, Wabash Screen Door Co., Chicago, Ill.; H. G. Reynolds, Reynolds Wire Co., Dixon, Ill.; Frank Gould, Henry Disston & Sons, Inc., Philadelphia; Samuel D. Latty, The Kirk-Latty Mfg. Co., Cleveland, Ohio; Chas. B. Parson, P. & F. Corbin, New Britain, Conn.

It was decided that the 1913 convention would be held at Denver, Colorado.

To Fight Against Proposed Increases

Deputations Will Go Before the Railway Commission at Ottawa to Protest Against Increased Cartage Rates Filed by the Railways—What the New Rates Would Mean to Merchants.

The Canadian Manufacturers' Association and the Toronto Board of Trade are making a strong fight against the railways and solicit the support of Boards of Trade throughout Ontario and Quebec in the fight at Ottawa on November 5 to prevent the railways from increasing the cartage rates on goods between Montreal and Toronto, and between the latter place and London and Hamilton.

The railways some time ago filed rates with the Railway Commission under which the cartage rate is increased from two to three cents per hundred pounds, and from fifteen to twenty cents on small packages of less than that weight. Merchants and manufacturers here regard this as an attempt of the railways to throw all the small business to the express companies, whose rates are now regarded as excessive. It is believed that if the rates filed go into effect

the present cartage system of the railways may be abolished altogether. It will mean an increase of forty cents per ton on goods shipped between Toronto, Montreal, Hamilton and London, making the total charge \$1.20 instead of eighty cents.

The railways have delivered shipments of goods since 1855. A few years ago one-half cent was charged on each one hundred pounds for cartage, and ten cents charged for small packages. The rate was raised a year or so after to one cent, then one and one-quarter cents, later to one and one-half cents, and in 1907 to two cents. Now three is proposed with a charge of fifteen to twenty cents for small packages. A strong deputation will go to Ottawa from Toronto, Hamilton and London, and the help of Montreal is looked for in the fight.

Methods of Retailing Paints and Varnishes

Silver Anniversary of W. Cottingham Co.

This Event Celebrated in Conjunction With Convention of Office Managers and Travelers of the Sherwin-Williams Co., of Canada—Watch and Cheque Presented to Veteran Employee.

Montreal, Oct. 26.—As a fitting closing to the annual convention of travelers and officers managers, and by way of celebrating the silver anniversary of the W. H. Cottingham Co., which later became the Sherwin-Williams Co. of Canada, a banquet was held in the Canada Club last night. About the tables, decorated with flowers and with miniature painted houses, some eighty gathered. Not only were the travelers from all parts of Canada present, but a number of the office men, and Wm. McMaster, W. J. White and J. W. McConnell, three of the company's directors.

Tribute to the Old Guard.

W. S. Follis, the Winnipeg manager, proposed a toast to the president, and when the applause and cheers subsided Mr. Cottingham arose to reply. His address was one of giving credit where credit was due. One by one he mentioned the old guard who had done much for the company and who are still with it. When he spoke of C. C. Ballantyne, 21 years ago city salesman, there was another outburst of applause. "Yet, it is not to us," said Mr. Cottingham, "that the company's success is due, but to all the competent men who started at the bottom and are mounting to the top."

Then Mr. Cottingham started what he called his sermon — his advice to the young men and those not quite so young. As his text he took his own experience. Starting in business he had wanted to get rich quick—to buy the cheapest and sell the dearest. Soon the folly of this was seen. "To win on merit," said the speaker, "is the only way I know of to succeed."

The necessity of concentration was also pointed out. "I went into a number of things," said Mr. Cottingham, though all of them were small. I thought I was a young J. P. Morgan. But I soon found it was necessary to concentrate and I threw over all my side interests."

Co-operation and organization was the next necessity to which attention was drawn. "I wanted to do it all at first," said the speaker. "I got over that. I found that I needed other men's brains and other men's money."

What Makes a Business.

"The greatest factor in business," remarked Mr. Cottingham, in closing, "is the human factor. It is not the plant, machinery or even goods which make a business but the men who make and sell the goods."

W. H. White, the company's attorney, who claimed to have assisted professionally at the company's birth, caused a laugh by showing the original books, the cash book and ledger. Two little note books they were, of the style which may be bought any where for ten cents. Before taking his seat Mr. White paid a high tribute to Mr. Ballantyne, who then had to hear in song just what a jolly good fellow those who work with him think he is.

Like Mr. Cottingham, Mr. Ballantyne told stories of the early days—how he had started in a paint concern at \$2 a week, how he became city traveler; how he decided that the one man style of business there carried on was not the

right style and how 21 years ago he joined Mr. Cottingham.

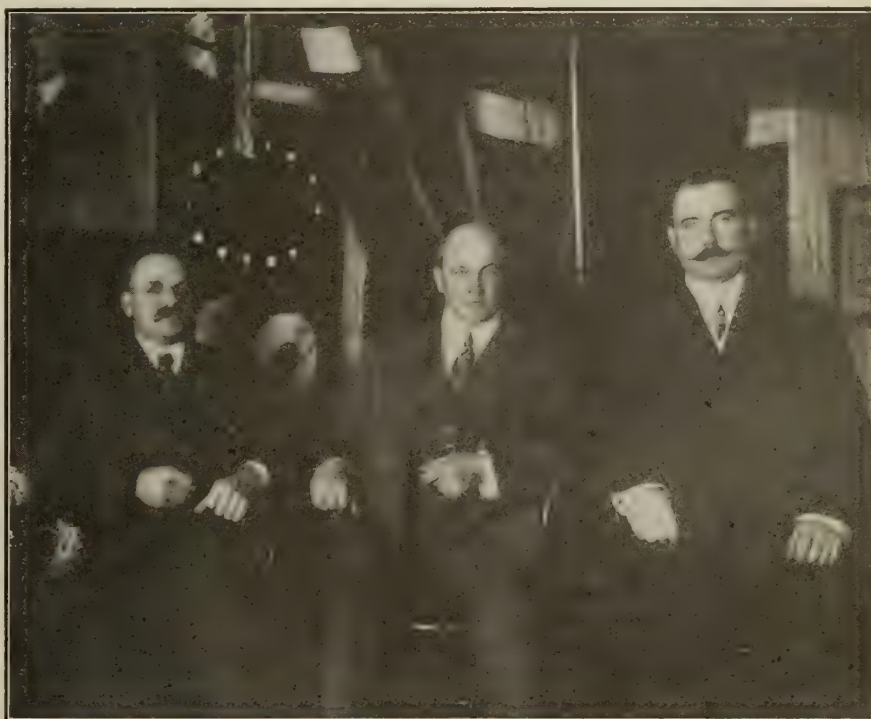
Faith the Necessity.

"What we need," stated Mr. Ballantyne in conclusion, "is to believe in ourselves, the company and the goods."

Somewhat unusual was the next proceeding. Mr. Cottingham remarked that it was the custom in many companies to present gold watches to those who had been with them for 25 years. Jos. Hawkins, the Vancouver manager of the company, has been with the concern for that length of time, and he was called to the front. Mr. Cottingham went over Mr. Hawkin's record, told how he had started as office boy, how the only thing he had ever done which did not seem for the immediate best interests of the company was to take away one of the young ladies in the office to make her Mrs. Hawkins. Then the gold watch was presented on behalf of the company, and Mr. Hawkins hurrying to his seat was called back to get a personal remembrance from Mr. Cottingham. It turned out to be a cheque for \$1,000.

Men Responsible to the Public.

William McMaster, speaking for the directors, caused another laugh by declaring himself at a disadvantage, all the anecdotes being before his time.



The three Sherwin-Williams' "top-notchers." Reading from left to right: —H. Hill, J. E. Auger and J. F. Ryan.

J. W. McConnell, replying to the same toast, brought out the fact that all the men in the company are responsible to the shareholders, and are looked to by them to run things properly.

R. C. Missen, C. A. Thomas and W. S. Fallis spoke for the sales managers, Mr. Missen bringing out the importance of the sales end by remarking, "If sales were missin' Missen would soon be Missin'."

Robt. Johnson, the dean of the travellers, spoke feelingly of his years with the company, and before the National Anthem was sung short, bright, speeches were made by a few of the guests, Ross McMaster, Percy Cowans and Murray Williams.

During the evening songs by Messrs. Spalding, Whalen, Boomer and Gardiner helped make the occasion a pleasurable one.

Montreal, Oct. 26.—In connection with the annual convention of travellers and

managers, just held by the Sherwin Williams Company of Canada, the "Top Notcher" prizes, for which there is such competition, were presented to J. E. Auger, Henry Hill and J. F. Ryan.

Working with the sales manager, all the travellers estimate, before the year commences, what they will sell during the coming year. Every man who lives up to his estimate gets a substantial cash prize; but for the three who exceed their estimate most largely there are special prizes, these also taking the form of checks for substantial sums.

This year Mr. Auger carried off the palm. No less than six times he has been one of the three "Top Notchers," and as special recognition of this record, he was presented, in addition to the check, with a diamond solitaire pin. Mr. Hill and Mr. Ryan were close behind the leader.

portion of Northern Ontario. In addition, he will continue to look after his old territory, where he has won many



A. M. TOWE.

friends during the time that he has been covering that ground.

Mr. Towe has had long experience in the paint and varnish industry and will make friends in his new territory.

JOINS B-H STAFF.

W. T. Fleming, of Belleville, Ont., has joined the traveling staff of Brandram-Henderson, Limited, and will cover the territory east of Toronto as far as Kingston. Mr. Fleming has been a paint sales-



W. T. FLEMING.

man for the past ten years and consequently is very well known in the trade. He is thoroughly acquainted through his district not only in a business way but in a social sense as well.

Gives One Window Entirely over to Paint

G. McLean, Roncesvalles avenue, Toronto, Devotes Window to Displays of Paint, Varnishes and Brushes the Whole Year Around—Has Achieved Splendid Results in That Way.

The method adopted by many merchants to display paints is to place the stock in a prominent position in the store. Very often the shelves right at the front of the store are devoted to this purpose so that, as soon as a customer enters the door, he is immediately confronted by an array of paints. This is quite a common arrangement and has been found satisfactory by retailers everywhere.

G. McLean, who conducts a store on Roncesvalles avenue, Toronto, and who previously was in London, goes a step further. To have his paint stock continually before the gaze of the people, he has devoted one window the whole year round to displaying paints, brushes, varnishes, oils, and everything used in connection with painting. So that whether on entering the store, a customer observes long shelves of paints or not he sees a greater display of paint accessories in the window.

It has always been recognized that, to get good results in the paint department, it is necessary to arrange window displays more or less regularly. All good paint dealers do this. Some give one display a month; some do it oftener still but it has remained for Mr. McLean to set the precedent of giving over one of his store windows for paint displays the whole year around. Read that last phrase again. It is well worth noting. Most dealers suspend operations as soon as cold weather arrives. They seem to work in the assumption that cold weather precludes sales in the paint depart-

ment. Mr. McLean has found this to be absolutely fallacious, however. He has a brisk sale the year around.

This is due to some extent, probably, to the fact that his store is located in the heart of a good residential section. His trade is done very largely with householders and this helps to make the demand more regular and non-seasonable. Householders require interior paints and varnishes during the winter months just as much as in summer; even more so, in fact, for the close confinement to the house, which cold weather entails, means heavy wear and tear on the floors and woodwork. Consequently, there is a pretty steady call for these lines and Mr. McLean finds that his policy of setting aside one window for paints all the year around has brought him splendid results.

Mr. McLean has also adopted an excellent method of displaying brushes. A cabinet fitted with a number of shallow drawers, each drawer having samples of the brushes contained, firmly fastened on the outside, stands on the front counter in a very conspicuous position. The advantage of this arrangement is obvious.

PAINT TRAVELER EXTENDS TERRITORY.

A. M. Towe, who has successfully represented Pinchin, Johnson & Co. (Canada) since their inception in that portion of Ontario adjacent to London, is to represent the firm in the western

Decorative Aid

We have a department to help you develop paint business. We show your customer the best decorative schemes. You sell the right M-L materials. Your local painter applies them. We sell stencils, etc., and give every help to make sales for you. Write us for information and booklet, addressing our "Decorative Aid Dept.," 6-12 Morse St.

**This Helps
You Make Sales**

Winter Painting

Keep up your winter paint sales by encouraging interior finishing. People will gladly brighten up and refinish their homes. Help painter and consumer with

Floglaze

Made in 29 Shades, some stain-like and some enamel-like, ready-to-apply.

Floglaze runs smoothly under the brush, and gives a high elastic finish that will stand wear and tear. Use it for floors, woodwork, staining, enameling.

Are you stocked up for winter? There is a big demand for this kind of goods. Get our color cards.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

CONNOR Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa. Ont.

Weekly Market Report --- Paints

PAINT NOTES.

The price of linseed oil has been reduced 6 cents in Toronto, the causes being largely local. In Montreal there has been no change.

Turpentine has been advanced 2 cents in Toronto.

Putty is reported to be very scarce.

The demand for glass is very heavy at the present time.

MONTREAL.

Montreal, Oct. 31.—The wet unpleasant weather which has been experienced these last few days has had some effect upon orders, yet despite all handicaps trade continues remarkably good. No price changes have come to lend a tone of excitement to the market, but it cannot be said that the situation is lacking in interest.

Linseed.—There has come no change here—that is in price. The general situation has altered somewhat. Monday saw the greatest influx of flaxseed at Winnipeg which has been recorded there for a long time. No less than 165 cars came in. And on Tuesday the heavy receipts continued, 102 cars arriving. In spite of this influx the price of flax did not drop. Indeed it advanced two cents, which has given rise to the belief that there has been considerable ordering from England. This, more than ordering from Canada or the States, tends to stiffen the market.

No Advance in Linseed.

As has been said there has been no advance in prices locally, despite the higher price for flax asked of the crushers. Moreover, it does not seem very likely that a higher price will be asked at present. The trend of the market is rather in the other direction. Conflicting views are heard with reference to the possibility of changes in the price of seed and it is not at all certain yet what the result will be.

Turpentine.—Little movement here. Supplies are coming through satisfactorily and prices remain as last week.

Putty.—Grinders are experiencing a good deal of difficulty filling the orders for putty. The scarcity of whiting has, fortunately, been relieved, several shipments having reached the port. The work of turning out the putty, however, has to be kept up steadily. A larger demand than ever has sprung up this year.

No Change in Putty.

Prices here are maintained. Nor is there any cause to expect a decline. The margin on putty has always been exceedingly small and grinders cannot profitably turn it out at a much lower price than that now asked—that is unless there comes a considerable drop in the raw materials. Such a drop does not seem likely.

White Lead.—Though pig lead has fallen off in price there is no reason to suppose that white lead will be lowered. The corrodors of white lead did not follow all the advances made in the pig. Finally they were obliged to advance the price, and the figure asked soared rapidly, but at no time did they keep pace with the pig lead. Now, therefore, though the pig has fallen somewhat, there is not a decline in dry white, and consequently there cannot be a decline in white lead ground in oil. It seems that the price is likely to remain steady for some little time.

Good Orders for Paint and Glass.

Paint.—Unfavorable weather has undoubtedly had a harmful effect upon orders, nevertheless the manufacturers are exceedingly busy. Some of the old orders have not been filled yet so far did the rush of summer leave the manufacturers behind.

Glass.—Here there is no change in the situation or in the price. Large orders are being received, many from those who wish to secure their winter and early spring supply by the cheaper water navigation.

TORONTO.

Toronto, Oct. 31.—This week shows several changes in market prices. Turpentine has advanced again; linseed oil has decreased in price; rosin is reported as a trifle easier; otherwise there is a firm tone to the market, and a good demand.

Outside painting has continued much longer this year than is usual owing to a wet summer and a long and open fall. Thus the demand this fall has kept up even greater than was anticipated.

Drop in Oil.

Linseed Oil. — Linseed oil has this week taken a considerable drop in view of the tremendous flax crop in the West. Latest quotations are 69 for raw and 72 for boiled. The cause of the fall is entirely local. Argentine crops have not affected the markets here in the slightest. If either rain or frosts were yet to affect the western crop, there would probably be a firmer tone in the markets.

Turpentine Higher.

Turpentine.—Last week showed an advance of two cents in turpentine; this week shows still another advance of the same amount bringing latest figures up to 62 cents. The demand is very good and far exceeds the supply. The fact that outside painting has been continued so long into the cool weather accounts for this to a very great extent.

White Lead.—Lead this week is reported as being very active. Prices still remain firm being quoted as \$8.40 for pure. Business everywhere is said to be very good.

An Active Demand.

Glass.—There is an excellent movement in glass at the present time. Prices remain firm, with a possibility of an advance before long. Stocks are fairly good, but no great supplies are coming forward. This is the season for glass. Demand just now is excellent and everything points towards a big season's trade.

Putty is Scarce.

Putty.—Latest reports on putty show that demand far exceeds the supply. The scarcity of whiting has seriously affected the price of putty and as yet no relief is in sight. No change in price is to be reported this week.

Paints and Varnishes.—Long continued mild weather has greatly prolonged the season for outside painting. The fact, too, that a wet summer prevented painting has held over much of the work into the fall. Demand for mixed paints is still great and will remain so, so long as the season keeps open.

WINNIPEG.

Winnipeg, Oct. 29.—As forecast in these reports for some time, a further reduction is announced in linseed oils which are quoted at 90 for raw and 93 for boiled, a reduction of 5 cents per gallon. This is undoubtedly due to the very heavy flax crop both in Canada and the United States, the supply in both countries being likely to greatly exceed domestic demands.

Other lines in paints and oils are steady. Turpentine has been unchanged on the local market for some time.

Wholesalers report a good sorting business in both interior and exterior paints and finishing materials. The volume of business is particularly satisfactory for the time of the year and the remarkably fine weather of the last two weeks has no doubt greatly helped to stimulate the retail trade, which at this season is liable to fade away rapidly.

Dependon—Light Hard Oil Finish

Everlastic—Quick-drying Floor Varnish

Gold Medal—Inside and Outside Varnish

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating. Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 45c; Metallic, 45c; Special, 35c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Alluminoid, 9c; Mogul, 6c; No. 3, 54c; No. 4, 6c; per lb. Tallman Brass & Metal Co.—Arctic Metal, XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 15c; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
100 lbs. 1/2 to 3/4 inch, per 2.60 2.70
Heads, per 100 lbs. 2.85 2.95
Tank plates, 3-16 inch 2.70 2.80
Tubes, per 100 ft., 1 1/4 in. 3.95 10.00
" " 2 1/4 " 3.65 8.70
" " 3 " 3.12 6.70
" " 3 1/2 " 3.15 7.50
" " 4 " 3.20 8.00

BRASS.

Spring sheets, up to 20 gauge. 0.27
Rods, base 1/2 to 1 inch, round. 0.23
Tubing, seamless base, per lb. 0.26
Tubing, iron pipe size, 1 inch base 0.26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 p.c.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 80 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 19.50
Out lengths, round bars, 1/2 to 2 in. 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.00
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
Brazilian, insheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19.50
Canadian foundry, No. 2. 19.00
Middleboro, No. 3 pig iron 21.00
Summerlee, No. 2 pig iron 24.00
Carron, special 23.50
Carron, soft 23.00
Cleveland, No. 1 22.00 25.50
Clarence, No. 3 22.50 25.50
Jarrow 25.50
Glenarnock 26.00
Radnor, charcoal iron 33.75 34.50
Ayrshire, No. 3 25.00
Ferro Nickel pig iron (800) 25.00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27.50
Angles \$.....base 2.50 2.50
Common bar, per 100 lbs. 2.10 2.05
Forged iron, per 100 lbs. 2.25 2.35
Refined iron, per 100 lbs. 2.35 2.40
Horseshoe iron, per 100 lb. 2.35 2.40
Mild steel 2.20 2.20
Sleigh shoe steel 2.10 2.25
Iron finish machinery steel (domestic) 2.15 2.25
Iron finish steel (foreign) 2.20 2.25
Reeled machinery steel 2.60 3.00
Tire steel 2.20
Sheet cast steel 0.15 0.15
Toe cask steel 0.35 0.35
Mining cast steel 0.07 0.08
High speed 0.65 0.65
Capital tool steel 0.50
Camden Laird 0.15
Black Diamond tool steel 0.08
Corona tool steel 0.06 0.08
Silver tool steel 0.12 0.12
Cold Rolled Shafting.
1/2 to 1 1/2 inch 0.06
1/2 to 1 7/8 inch 0.05 0.05
1 7/8 to 3 inch 0.65
Montreal, 1/2 and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2.70 2.70
12 gauge 2.60 2.75
14 gauge 2.50 2.65
17 gauge 2.50 2.65
18 gauge 2.50 2.65
20 gauge 2.50 2.65
22 gauge 2.55 2.75
24 gauge 2.55 2.75
26 gauge 2.65 2.85
28 gauge 2.70 3.00

CANADA PLATES.

Ordinary, 52 sheets 2.90 3.00
All bright, 52 sheets 3.70 4.15
Galvanized—Apollo D. Crown Ordinary 18x24x52 4.45 4.45 4.35
18x24x60 4.70 4.70 4.60
20x28x80 8.90 8.90 8.70
20x28x80 9.40 9.40 9.20

GALVANIZED SHEETS (CORRU-GATED).

22 gauge, per square 6.75
24 gauge, per square 5.50
26 gauge, per square 4.25
28 gauge, per square 4.60
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-Gordon Gorbals-gauge Head de-Lis Crown Best Best 16-20 3.70 3.35 3.60 3.70
22-24 3.75 3.40 3.65 3.75
26 4.15 3.80 4.05 4.15
28 4.35 4.15 4.25 4.35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

extra.
"Comet" sheets—
22 3.65
24 3.70
26 3.75
28 4.00
Apollo brand— Montreal. Toronto
24 gauge, American 3.75 3.65
26 gauge, American 3.95 3.70
28 gauge, (28 English) 4.30 4.15
10 1/2 oz., equal to 28 4.50 4.45

IRON PIPE.

List Black Galv.
1/4-inch and 5/8-inch 5.50 65 p.c. 50 p.c.
1/2-inch 8.50 70 p.c. 59 p.c.
3/4-inch 11.50 74 p.c. 64 p.c.
1-inch 15.50 74 p.c. 64 p.c.
1 1/4-inch 22.50 74 p.c. 64 p.c.
1 1/2-inch 27.00 74 p.c. 64 p.c.
2-inch 35.00 75 1/2 p.c. 65 1/2 p.c.
2 1/2-inch 57.50 75 1/2 p.c. 65 1/2 p.c.
3-inch 75.50 75 1/2 p.c. 65 1/2 p.c.
3 1/2-inch 95.00 74 p.c. 64 p.c.
4-inch 108.00 74 p.c. 64 p.c.
Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 55 p.c.; 7 and 8 inch pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.
RANGE BOILERS.
30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices. Montreal. Toronto
Heavy copper and wire, 0.11 0.11 1/4
Light copper bottoms, 0.09 0.09 1/4
Heavy red brass, 0.10 0.10 1/4
Heavy yellow brass, 0.08 0.08 1/4
Light brass, 0.06 0.06 1/4
Tea lead, 0.02 0.02 1/4
Heavy lead, 0.02 0.02 1/4
Scrap zinc, 0.03 0.03 1/4
No. 1 wrought iron, 2.00 10.00
Machinery cast scrap, 1.00 14.50
No. 1 No. 1 16.00 14.50
Stove plate, 12.50 13.00
Malleable, 9.00 9.00
Miscellaneous steel, 5.00 6.00
Old rubbers, 0.09 0.08 1/4

LEAD.

Domestic (Trail), pig, 110 lbs. 6.25
Imported pig, per 100 lbs. 6.25
Bar pig, per 100 lbs. 7.00
Sheets, 2 1/2 lb. sq. ft., by roll 8.00
Sheets, 3 to 6 lb. ft. 7.50
Cut sheets 1/2 lb. per lb. extra.
Cut sheets to size, 1/2 lb. per lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 net.
Lead waste pipe, 9c net.
Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guarant'd 30 3/4 0.30
Wiping 0.28 0.28

SHEET ZINC.

5-cwt. casks 8.25 8.00
Part casks 8.50 8.50

SPELTER.

Foreign, per 100 lb. 7.50 7.25

TIN AND TINPLATES.

Lamb and Flag and Straits—
16 & 28-lb. ingots, 100 lbs. \$56 00 \$53 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7.00
I X, 14x20 base 8.25
I X X, 14x20 base 9.50

Raven and Murex Grades—
I C, 14x20 base 5.00
I X, 14x20 base 6.00
I X X, 14x20 base 7.00
I X X X, 14x20 base 8.00

"Dominion Crown Best"—Double.
Coated. Tissued.
I C, 14x20 base 7.00 7.00
I X, 14x20 base 8.25 8.25
I X X, 14x20 base 9.50 9.50

"Allaway's Best"—Standard Quality.
I C, 14x20 base 4.50
I X, 14x20 base 5.50
I X X, 14x20 base 6.50

Bessemer Steel—
I C, 14x20 base 4.25
20x28, double box 8.50

Charcoal Plates—Terne.
Dean or J. G. Grade—
I C, 20x28, 112 sheets 7.50
I X, Terne Tin 9.00

Charcoal Tin Boiler Plates.
Cookley Grade—
XX, 14x56, 50 sheet bxs. 7.50
XX, 14x50, 50 sheet bxs. 7.50
XX, 14x55, 50 sheet bxs. 7.50

Tinned Sheets.
72x30 up to 24 gauge, case lots 8.00 8.00
72x30 up to 26 gauge, case lots 8.50

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.00 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras.
In 100-lb. lots, No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$5. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 30c; in 1/4-lb. hanks, 60c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.70; 6, 7, 8, \$2.65; 9, \$2.20; 10, \$2.70; 11, \$2.75; 12, \$2.35; 13, \$2.45; 14, \$3.05. In car lots straight or mixed. Putty Netting.
2-in. mesh, 19 wgt. 60 p.c. off.
Other sizes 60, and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25. packed in cases or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

Wire Cloth.

Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.
Galvanized barb 2.45
Galvanized, plain twist 2.75

Car lots and less.
Dominion special field fencing, 33 1/3 p.c. small lots; extra 5 p.c.
F.O.B., Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.
Galvanized 2.85
Plain 2.55

PAINTS, OILS AND GLASS.

Barn Paint.
In barrels, 1-gal. tins 0.80 0.85

In barrels, 5-gal. tins 0.80 0.85

Beeswax. Per lb. 0.40
Chemicals. In casks per lb.

Sulphate of copper (bluestone) 0.07
Litharge, ground 0.05
" flaked 0.05 1/4
Green copperas (green vitrol) 0.01
Sugar of Lead 0.09

Colors in Oil.
Venetian red, 1-lb. tins pure 0.09
Chrome yellow, pure 0.13
Golden ochre, pure 0.11
French ochre, pure 0.09
Chrome green, pure 0.11
French permanent green, pure 0.15
Signwriters' black, pure 0.17
Marine black, 25 lb. irons 0.06

Enamels.
Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1.80
Cee Pee Co. enamel 3.20
Sterling Enamels 3.20
Anchor Floorlustr 1.80

Glue. Per lb.
French medal 0.10
German common sheet 0.10
German prima 0.15
White pigfoot 0.15
Brantford medal 0.19
" golden medal 0.19
" brown sheet 0.19
" solder sheet 0.13
" Gelatine 0.22
" white gelatine 0.20
" white glue 0.12
" 100 flake 0.10
Perfection amber ground, No. 1230 0.13
Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0.13
XL 0.11 1/4
CL 0.12
C 0.11

Paris Green.
Drums, 50 and 100 lbs. 0.18 1/2 0.18 1/2
Packets, 1-lb., 100 in case 0.20 1/4 0.20 1/4
" 1/2-lb. 0.22 1/4 0.22 1/4
Tins, 1-lb., 100 in case 0.21 1/4 0.21 1/4

Paris White.
In bbls. 0.90

Pigments.
Orange Mineral, casks 0.08 1/4
" 100-lb. kegs 0.08 1/4

Prepared Paints, Per gallon in qt. tins
Sherwin-Williams paints, base 2.00
Canada Paint Co.'s pure 1.75 2.00
Globe house paint (Windsor) 1.00
"New Era" house paint (Windsor) 1.25

Brand Moore Co.'s "Egyptian" 1.50
Moore's pure linseed oil H.C. 1.65
Brandram-Henderson's "English" 2.90
Ramsay's paints, pure 1.70
Ramsay's paints, Thistle 1.40
Martin-Senour, 100 p.c. pure 2.00
Senour's floor paints 1.60
Sterling Pure 1.00
Maple Leaf Paint (Imp. V. & C. Co.) 1.60

Jameson's Crown and Anchor brand Plaster of Paris 1.60

Per barrel Pine Tar 0.30
Half-pint tins, per dozen 0.60

Putty. Standard
Bulk in casks 2.30
" 100-lb. drums 2.00
Bladders, in bbls. 2.00

Red Dry Lead.
Genuine, 500 lb. casks, per cwt 6.25 5.75
Genuine, 100 lb. kegs, per cwt 6.50 5.80
No. 1 casks, per 100 lbs. 5.75 4.25
No. 1 kegs, per 100 lbs. 6.00 4.75

Shingle Stains.
In 5-gallon buckets 0.75

Turpentine and Oil. Montreal. Toronto

Can. Prime white petroleum, gal. 0.14 0.13 1/4
U.S. Water white " 0.15 0.14 1/4
U.S. Pratt's astral " 0.09 0.08 1/4

Castor oil, per lb., in bbls. 0.08 0.09
Motor gasoline, single bbls. 0.22 1/4
Benzine, per gal. single bbl 0.21 1/4
Pure turpentine, single bbls 0.68 0.62
Wood turpentine 0.00
Turpentine, second run 0.00
Linseed, Oil " Raw 0.70 0.69
" boiled 0.73 0.72

Rosin, "G" grade, bbl. lots, 100 lbs. 3.25

Varnishes. Per gal. cans.

Carriage, No. 1 1.50
Pale durable body 3.50
" hard rubbing 3.00
Finest elastic gearing 3.00
Elastic Oak 1.50
Furniture, polishing 2.00
Furniture, extra 1.30
" No. 1 0.95
" Union 0.90

Light oil finish 1.25
Gold size Japan 3.00
Turps, brown Japan 1.60
No. 1 brown Japan 1.10
Backing black Japan 1.25
No. 1 black Japan 0.95
Benzine black Japan 0.75

ASK ANY MINERVA AGENT!

His enthusiastic description of the fresh, clean-cut, quick-moving qualities of MINERVA PAINTS AND PAINT SPECIALTIES will convince you more quickly than anything we can say.

Every Minerva Agent receives our generous and whole-hearted support in the marketing of the MINERVA LINE—the Famous British Brand—in the lead for 78 years.

Full Imperial Measure In Every Can.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 CARLAW AVE., TORONTO

128 PRINCESS ST., WINNIPEG

Established in England in 1834

REGINA—Peart Bros. Hardware Co., Ltd., Distributors
for Southern Saskatchewan.

CALGARY, EDMONTON AND LETHBRIDGE—The
Western Supply & Equipment Co., Ltd., Distributors
for Southern Alberta.

SASKATOON—The Saskatoon Hardware Co., Ltd.,
Distributors for Northern Saskatchewan.

VANCOUVER—Wm. O'Neil Co., Ltd., Distributors
for British Columbia.

0-87

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastical varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd., "Gold Medal," in cases	2 25
Depend on Lt. H. Oil Finish	1 55
Everlastic Floor	2 55
Plattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30
Window Glass.	
Size United Inches.	Star Diamond
Under 25	\$ 4 25 \$ 6 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 50
86 to 90	7 50 15 00
91 to 95	8 50 17 50
96 to 100	20 50
Toronto, 25 p.c.	
Montreal prices, no discount.	
Size United Inches	Star
Under 25	\$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35
White Lead Ground in Oil	
Per 100 lbs.	
"Anchor," pure	8 25 8 40
Brandram's B.B. Genuine	9 25 9 40
C.P.C. decorators, pure	8 25 8 25
Crown and Anchor, pure	8 25 9 40
Elephant, Genuine	8 55 8 65
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25 8 40
Lily Pure	8 25 8 40
Moore's Pure White Lead	8 40
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50 8 65
Purity C.O. Co.'s, Ltd.	8 10
Ramsay's Pure Lead	8 25 8 40
Ramsay's Exterior	8 05 8 15
Sterling Pure	8 40
Tiger Pure	8 25 8 40
Western Schedule.	
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911	
White Zinc (Dry)	0 07%
White Zinc in Oil	0 07%
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05%
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00
HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axles and Hatchets.	
Double bit, per doz.	6 00 9 00
Bench Axes	10 00 12 00
Broad Axes	6 75 10 00
Hunters' Axes	22 75 25 00
"Boys" Axes	5 00 6 00
Lathing hatchets	5 75 6 50
Shingle hatchets	4 70 10 00
Claw hatchets	1 45 6 75
Barrel hatchets	1 70 7 00
Buckworth, per lb	5 50 6 85
Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 2 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.	
"Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, dust discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; b.s. less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized	
Augers and Bits.	
Ford's auger bits	30 and 10

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Zeatin's wood track	4 50 6 00
Stentz	4 00 6 00
Alma's steel covered	8 00 11 00
Perfect	6 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 3/4 & smaller, 65 & 15	
Carriage Bolts, 7-16 and up, 55 & 15	
Carriage Bolts, Norway Iron (\$3 list)	65 & 15
Machine Bolts, 3/4 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2 & 5	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, 3/4 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	
Building Paper, etc.	
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2,	0 27
Tarred Fibre, No. 1, per 400 ft.	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid	0 20
Crimde	3 59
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15
Butts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000 23 00 28 00	
"English	17 00 21 00
"American, low	28 00 35 00
Fire clay (Scotch), net	5 50
Chalk and Pencils.	
Carpenters Colored, per gross 0 65 0 80	
"lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.55; 1 in., \$3.60; 1 1/8 in., \$3.45; 1 1/2 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
"adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 100 foot lengths	3 45
3 "	4 20
4 "	5 53
5 "	7 60
6 "	9 26
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 42 1/2 p.c.	
Copper pitts, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavestroughs.	
8 inch, in 100 foot length	3 02
10 "	3 31
12 "	3 88
15 "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Diston's	70 and 10
Great Western American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washbuts, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
"hickory handle, 1 lb., doz.	6 25
"straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 5/8-in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
net	
Heavy T and strap, 5-in., 100 lb.	7 00
net	

Heavy T and strap, 6-in., 100 lb.	6 75
net	
Heavy T and strap, 8-in., 100 lb.	6 50
net	
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 85 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—	
1/4 x 5 per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1 1/2-inch	\$4 10
4 1 1/2-inch	3 75
5 1 1/2-inch	3 50
6 2 1/2	3 18
7 2 5-16	2 90
8 2 1/2	2 75
9 2 11-16	2 60
10 2 1/2	2 50
11 3 1-16	3 45
12 3 1/4	2 45
Horseshoes.	
Iron shoes, light, medium and heavy.	
No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 5c per lb.	
Knives.	
Hay knives, net list.	
Clauss, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 10 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Cut openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per dis.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star Al chopper, 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 80
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lact Tubular and Hinge Plain, per doz.	5 90
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Lamp wick, 50 per cent.	
Lawn Hose.	
Competition grade lawn hose, 70 and 5.	
Lawn Mowers.	
D. Maxwell & Sons—8-inch open wheel, 3 knives, 13 in., \$5.10; do., 4 knives, \$5.25; 9-inch, 4 knives, \$5.40; 12 in., sizes, \$6.75; do., 4 knives, \$7.25; 10 1/2-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	

EVERY DEALER
SHOULD SELL

Black Diamond Roofing

It is the "Repeat Order Kind"



The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in

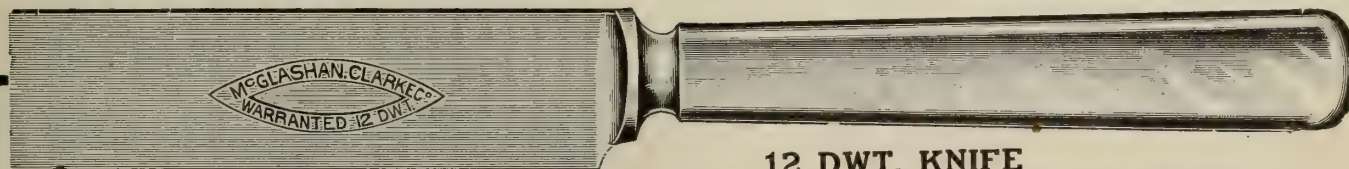


HEINISCH SHEARS

The dealer will find it a pleasure to handle them, as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



12 DWT. KNIFE

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

Our 12 and 13 dwt. knives are made of the best Sheffield crucible steel, finished by methods developed during years of successful manufacture. Plated with full weight of pure silver. Put up in neat rack boxes, containing one half dozen.

ABSOLUTELY GUARANTEED

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel caiks	4 00
Mallets.	
Tinsmiths' 2 1/2 x 5 1/2 in. per doz.	1 25
Carpenters', round hickory, 6 in. per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattlocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 in. per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1 1/2 inch	3 30
1 1/2 inch	3 00
1 1/2-1 3/4 inch	2 75
2-2 1/4 inch	2 65
2 1/4-2 3/4 inch	2 50
3-3 1/4 inch	2 40
3 1/4-4 inch	2 35
4 1/2 inch	2 35
5, 5 1/2, 6 inch (base)	2 35
Cut nails—Montreal, \$2.50; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 1/3 per cent.	
Pressed spikes, 1/4 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Single" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitta, 35 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices.	
Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	15 00
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 3 1/3 p.c.	
Rope and Twine.	
Pure Manila Rope	0 10 1/2
"Britis" Manila	0 15 1/2
Cotton 3-16 inch and larger	0 24
Russia Deep Sea line, 1/4 in. diam. and over, 17; under 1/4 in., 18.	
Jute, 3/4 and upwards, 10c.; under 3/4, 10 1/2c.	
Lath yarn, single	0 10
Lath yarn, double	0 06 1/2
Sisal bed cord, 48 feet, per doz.	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/2-lb. packages 1c per lb.; 3/4-lb. pkgs., 2c per lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	8 40
" plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lb.	2 25
Sectional 1/2 lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Saw Sets.	
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 00
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens, 14x22, open 36 1/2 inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...	85 10 7 1/2
" R.H., bright	80 10 7 1/2
" F.H., brass	75 10 7 1/2
" R.H., brass	70 10 7 1/2
" F.H., bronze	70 10 12 1/2
" R.H., bronze	65 10 12 1/2
Drive screws	85 10 12 1/2
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30 per doz.	16 90
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Sermour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37 1/2 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Miomac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2 1/2 p.c. off; No. 2 grade, 55 and 2 1/2 p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian No. 1 and 2 grade, 60 and 2 1/2 p.c.; No. 3 and 4 grade, 50 and 2 1/2 per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb. 28 cents	
Stamped Ware.	
Plain, 75 and 12 1/2 per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 60
Staples.	
Poultry netting, 100 lbs.	6 70
Red, 100 lbs. No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1/3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths...	7 62
7-inch, per 100 lengths	8 13
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock.	18 75
Stones—Oil and Scythe.	
Washstone	per lb. 0 25
Hindostan	0 06
" slip	0 18
" Axe	0 15
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	per gross	5 50	5 00
Tacks, Brads, Etc.			
Carpet tacks, blued, 30 and 10 p.c.;			
tinned, 85; (in kegs), 40; cut tacks,			
blued, in dozens only, 80 and 10; 1/4			
weights, 60; Swedes cut tacks, blued and			
tinned, bulk, 85 and 5, in dozens, 75			
and 10; Swedes, upholsterers', bulk, 90;			
brush, blued and tinned, bulk, 70 and			
10; Swedes, gimp, blued, tinned and			
japanned, 82 1/2; zinc tacks, 35; leather			
carpet tacks, 35; copper tacks, 45; cop-			
per nails, 50; trunk nails, black, 55			
and 10; trunk nails, tinned and blued,			
65 and 10; clout nails, blued and tinned,			
65 and 10; chair nails, 35 and 10;			
patent brads, 40 and 10; fine finishing,			
40 and 10; lining tacks, in papers, net;			
linings tacks, in bulk, 15; lining tacks,			
solid heads, in bulk, 75; saddle nails, in			
papers, 10; saddle nails, in bulk, 15;			
tufting buttons, 22 line in dozens only,			
60; zinc glaziers' points, 5; double point-			
ed tacks, papers, 90 and 10; double			
pointed tacks, bulk, 55; clinch point			
shoe rivets, 45 and 10; cheese box tacks,			
87 1/2; trunk tacks, 80 and 20; strawberry			
box tacks, 80 and 10.			
Tape Lines.			
Universal, ass skin, No. 714, 66 ft.,			
doz.		3 00	
Lufkins, linen, No. 404, 66 ft., ea.		0 94	
" steel, No. 264, 66 ft., each		3 50	
Chesterman's linen, No. 1822, 66 ft.,		1 10	
each			
Chesterman's Metallic, No. 1821, 50		1 35	
ft.			
" Steel, No. 1840, 50 ft.			
Trowels.			
Disston's, 10 per cent.			
Thermometers.			
Tin case and dairy, 75 to 75 and 10 p. c.			
Tinners' Snips.			
Discount 35 per cent.			
Tinners' Trimmings.			
Discount, 45 per cent.			
Plain and retinned, 75 and 12 1/2.			
Traps (Steel Game).			
Newhouse, 30 per cent.			
Hawley & Norton, 40, 10 and 5 p. c.			
Victor, 60 and 5 per cent.			
Onedra Jump (Star), 50, 10 and 5 p. c.			
Traps (Rat and Mouse)			
Out O' Sight Mouse Traps		1 20	
" Rat Traps		0 45	
Easy Set Mouse Traps		0 95	
" Rat		0 45	
Blizzard Mouse Traps		0 95	
" Rat Traps		0 25	
Hold-Fast (formerly Devil) Mouse			
Traps		0 80	
Hold-Fast (formerly Devil) Rat			
Traps		0 80	
5-Hole Tin Chokers		0 80	
Vises.			
Per pound		0 12	0 12 1/2
Hinged pipe vise, 25 lbs.		3 55	
Saw vise		4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.			
Washing Machines.			
New Ontario		41 25	
Round, re-acting, per doz.		81 25	
Square, re-acting, per doz.		77 50	
Dowdell		52 50	
New Century, Style A		101 25	
Ideal Power		180 00	
Daisy		75 25	
Stephenson		74 00	
Puritan Motor		165 00	
Connor, improved		52 50	
Ottawa		55 00	
Connor Ball Bearing		112 50	
Connor Gearless Motor Washer		180 60	
20 per cent.			
Wringers.			
Royal Canadian, 11 in., doz.		47 75	
Eze, 10 in., per doz.		46 75	
Bicycle, 11 in.		80 50	
Trojan, 12 inch		100 00	
Challenge, 3 year, 11 inch		53 25	
Ottawa, 3 year, 11 inch		58 25	
Favorite, 5 year, 11 inch		61 75	
20 per cent.			
Wheelbarrows.			
Navvy steel wheel, dozen		21 20	
Garden, steel wheel, dozen		32 40	
Whiffletrees.			
Tubular steel whiffletrees, 28 in.		0 70	
" " " 34 in.		1 00	
" " " 36 in.		1 25	
" " neckhooks, 36 in.		1 25	
" " doubletrees, 40 in.		0 95	
" " lumbermans, 44 in.		0 95	
Wood Handles.			
Second growth ash fork, hoe, rake and			
shovel handles, 40 per cent.			
Extra ash fork, hoe, rake and shovel			
handles, 45 per cent.			
Nos. 1 and 2 ash fork, hoe, rake and			
shovel handles, 50 per cent.			
Carriage neckhooks, oval and whiffshafts,			
35, hickory, 40 per cent.			
Carriage neckhooks and whiffletrees, ash,			
35, hickory, 40 per cent.			
Team neckhooks oval and round whiffle-			
trees, hickory and ash, 35 per cent.			
All other ash goods, 40 per cent.			
All hickory, maple and oak goods, 35			
per cent.			
Wrenches.			
Agricultural, 67 1/2 per cent.			
Wrought Iron Washers.			
Canadian, 50 per cent.			

WINNIPEG HARDWARE
QUOTATIONS.

Ax Handles—Oval and octagon, s.g.			
hickory, \$3.50; No. 1, \$2.40; 2, \$1.95;			
p.g., oak, \$2.90.			
Auger Bits—"Irwin" bits, 47 1/2; other			
Hines, 70 and 10 per cent.			
Barb Wire—Lynan 4 pt., \$1.86 f.o.b.			
Fort William; \$2.26 per spool of 80 rods			
f.o.b. Winnipeg; 4 pt. 2 pt., \$1.74			
f.o.b. Fort William; \$2.12 per spool of			
80 rods f.o.b. Winnipeg; 4 pt. 2 pt.,			
\$2.00 f.o.b. Winnipeg; 4 pt. 2 pt.,			

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt.
\$1.74 f.o.b. Fort William; \$2.12 per spool
f.o.b. Winnipeg; Alberta 2 pt. \$1.73
f.o.b. Fort William, \$2.05 per spool
f.o.b. Winnipeg; American special, 2
pt., \$1.45 f.o.b. Fort William; \$1.73
per spool f.o.b. Winnipeg; plain twist,
\$2.80 f.o.b. Fort William, \$3.20 per 100
lb., f.o.b. Winnipeg; coil spring wire,
No. 9, \$2.07 per 100 lbs., Fort William;
\$2.50 at Winnipeg.

Bolts—Carriage, 1/2 and smaller, 60;
7-16 and larger, 50; machine, 50; and
under, 60 and 5; 7-16 and over, 50; ma-
chine set screws, 65; plough bolts, 50;
square and hexagon nuts, cases, 3;
small lots, 2 1/4; stove bolts, 77 1/2.

Bar Iron—Bar iron, \$2.50; Swedish
iron, \$4.25; aleigh shoe steel, \$2.65;
spring steel, \$3.40; machinery steel,
\$3.50; tool steel, Black Diamond, 100
lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood,
60 per cent.

Cut Nails—\$3.25 per keg base. Wire
nails, base, \$2.80 Winnipeg; \$2.35 Fort
William.

Copper—Sheet and planished copper,
30c per lb. Tinned, 24c. Copper wire,
3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4 1/2c per lb.

Corrugated Iron—28 gage, \$4.60; 26
gage, \$5. Pressed standing seamed
roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch,
\$3.85; 8 inch, \$3.90; full polish, 6-7 inch,
\$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial,
60; Premier, 50; Colonial 60; white, 70
and 5; diamond, 50; granite, 60 per
cent.

Files—American, 75 p.c.; Black Dia-
mond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage,
\$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22
and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30
or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25;
24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell"
iron, No. 0 to 1, \$4.90; No. 2 and larger,
\$4.65; snowshoes, No. 0 to No. 1, \$5.15;
No. 2 and larger, \$4.90; steel No. 0
to 1, \$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—
No. 3, \$4.30; 4, \$4.80; 5, \$2.75; 6,
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11
and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per
cent.

Hooks—Brush, heavy, per dozen, \$8.75;
grass, \$1.70.

Iron Washers—Full box, 40 per cent;
smaller lots, 35 per cent.

Iron Pipe, black—1 1/2 inch, \$2.40; 1/2
inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00;
1 1/4 inch, \$5.75; 1 1/2 inch, \$7.90; 1 3/4
inch, \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35;
3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch,
\$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75;
6 inch, \$63.25.

Galvanized pipe—1 1/2 inch, \$3.40; 1/2
inch, \$3.50; 1 1/4 inch, \$4.30; 3/4 inch, \$5.20;
1 inch, \$7.55; 1 1/2 inch, \$10.25; 1 3/4 inch,
\$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$7.50; 5-16 in.,
\$6; 3 in., \$5.50.

Lanterns—Cold blast, per dozen, \$7
coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil,
\$8.35 per cwt.; cut coil, \$9.25 per cwt.

Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per
cent.; copper, No. 8, 32c; 10, 34c; 12,
36c; copper burrs, No. 8, 44c; 10, 46c;
12, 50c; copper rivets and burrs, No. 8,
17c; 9, 32c; 10, 47c; coppered, No. 8,
14c; 9, 17c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15 1/2c;
British Manila, 11 1/2c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort
William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2,
60 and 2 1/2 per cent.; No. 3, No. 4, 50
and 2 1/2 per cent.; No. 1 scoops, 50 and
6 per cent.; all other grades, 45 and
5 per cent.; fifty cents per dozen net is
added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.
Staples—Bright wire, round head, 80
and 10 p.c.; flat head, 85 and 10
per cent.; round head, brass, 70 and
10 per cent.; flat head, brass, 75 and
10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., \$2.50
at Fort William; \$2.90, Winnipeg.

Lined Oil—Raw, per gal., 90c; boiled,
per gal., 93c.

Turpentine—Per gal., barrel lots, 70c.
Dry Colors—White lead in ton lots,
decorators' pure, \$3.25; decorators' spe-
cial, \$3.50; in small lots advance price 25
cents per cwt.; red lead, kegs, \$6.50;
yellow ochre, barrel lots, 2 1/2c; less
than barrel lots, 3c; golden ochre, bar-
rels, 3 1/2c; less than barrels, 4c; Vene-
tian red, barrel, \$2.50; less than bar-
rels, \$3.00; American vermilion, 15c;
English vermilion, \$1.00 per lb.; Cana-
dian metallic oxides, barrel lots, 3a,
3 1/2c; English purple oxide, in casks,
3 1/2c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; blad-
ders, in barrels, \$3.15; bladders, 100-lb.
casks, \$3.50.

Paris Green—2 1/2c cents per 112-lb.

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS
Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have
to.

DON'T PUT OFF

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Stephens Varnishes

Are Western Products
That
Are Exceedingly Popular

The only varnish manufacturers between Toronto and Victoria.

Luminette
(Copyright)

The householder's "one best bet"—
a perfect general purpose varnish which
produces splendid results in every home.

Exalite
(Copyright)

The painter's delight. A higher grade than
Luminette, and a varnish which rubs well or
dries with a superior gloss.

We have an agency proposition to
offer. Stephens' agents make big
money.

Write us to-day.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

SITUATIONS VACANT

A MAN THAT HAS HAD A LITTLE EXPERIENCE in plumbing. Apply, stating experience and salary expected, to N. H. Sowers, Massey. (46)

WANTED—A MAN THAT HAS HAD A LITTLE EXPERIENCE in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey, Ont. (47)

SALESMAN — TO TRAVEL ONTARIO — must have connections with hardware trade, saw mill proprietors. Permanent position. Write, with references, to Standard Paint Company of Canada, Limited, 286 St. James Street, Montreal. (43)

WANTED — AN EXPERIENCED HARDWARE CLERK for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WE WANT A LIVE YOUNG MAN FAMILIAR with plumbing, gas and electric goods, who can talk to good class of people, keep stock and showroom in shape, and get out after business. The chances are good if you are ambitious. T. A. Cowan, Brantford, Ont. (44)

SITUATIONS WANTED

WANTED—A YOUNG MAN HAVING SEVEN YEARS' retail hardware experience seeks a position at once. All references. Address Box 293, Sunderland. (44)

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

TECHNICAL BOOKS

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Merchants and Salesmen!

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.

Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.

Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.

Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

ALUMINIUM. Metal Merchant, Birmingham, England, with 15 years connection, is open to represent first-class house. Large district for Aluminium in Sheets, Rods, Wire, Tube, etc.

Reply to Aluminium, care of John Had-don & Co., 39 Corporation St., Birmingham, England. 45

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

WOULD EXCHANGE CALGARY PROPERTY on small stock of hardware in eastern Ontario. Box No. 710, Hardware and Metal, Toronto. (43)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and tinmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES,
at \$2.50 each. Box 920, **HARD-
WARE AND METAL,** Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion

1c. per word subsequent insertion

5c. extra per insertion for box number if required.



MAJESTIC COAL AND WOOD CHUTES

FEATURES

Neat and attractive.

Cannot be opened except from inside. Burglar proof.

Locks automatically when open.

Can be installed in old houses as well as new.

SIZES

No. 1—16" High x 22" wide x 13" deep

No. 2—16" High x 27" wide x 13" deep

No. 3—22" High x 33" wide x 18" deep

Write for Prices



WINNIPEG

Agents for Manitoba and Saskatchewan.

CANADA

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT**. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for **NEW ERA** everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Co.

WINDSOR, ONT.

LIMITED

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.



Here's a Good Seller

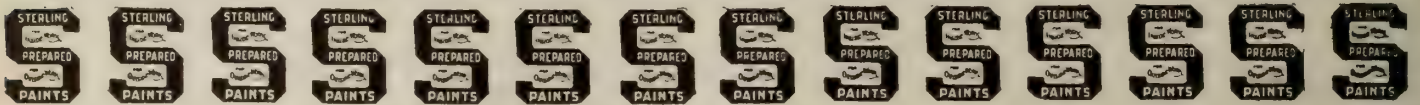
A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

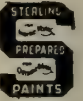
A. Ramsay & Son Co.
Paint Makers Since '42
Montreal



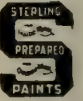
We Want To Convince You That



STERLING Prepared PAINTS



Will Enable You to Procure the Patronage of the Most Particular Painters

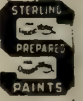
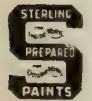
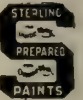


There are many dealers who will be only too glad to let you profit by their experience.

Write us for names of these hardwaremen—then write them and get their verdict as to the efficiency and trade pulling qualities of these High Grade Paints.

Every can of Sterling Prepared Paint which you sell will enable you to take a great step towards a better paint trade.

Ask for our color cards and prices.



Canadian Oil Companies, Limited, - Toronto

HALIFAX

ST. JOHN

MONTREAL

QUEBEC

WINNIPEG

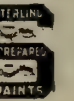
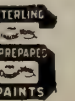
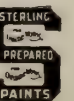
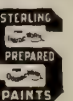
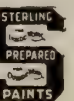
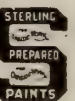
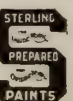
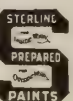
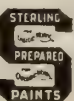
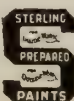
CALGARY

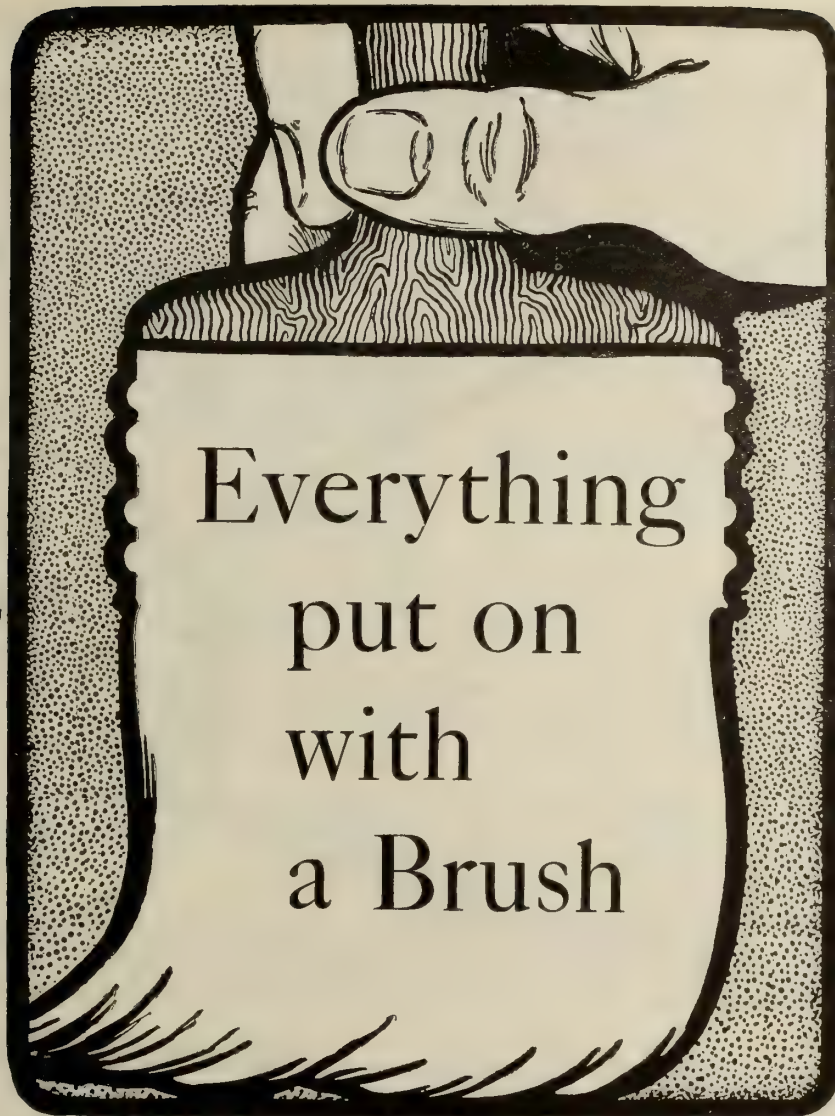
EDMONTON

HAMILTON

LONDON

OTTAWA





The Canada Paint Company is one of the oldest businesses of its kind in the Dominion—From small beginnings it has grown to one of the leading paint and varnish manufacturers in Canada. The Canada Paint Co. manufactures every kind of Paint, Varnish, Stain and Enamel and other special Finishing Materials for every kind of surface. Each product is of satisfactory quality and is sold at a moderate price. The Canada Paint Co.'s goods are bound to give your customers satisfaction.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods. Everything absolutely guaranteed.

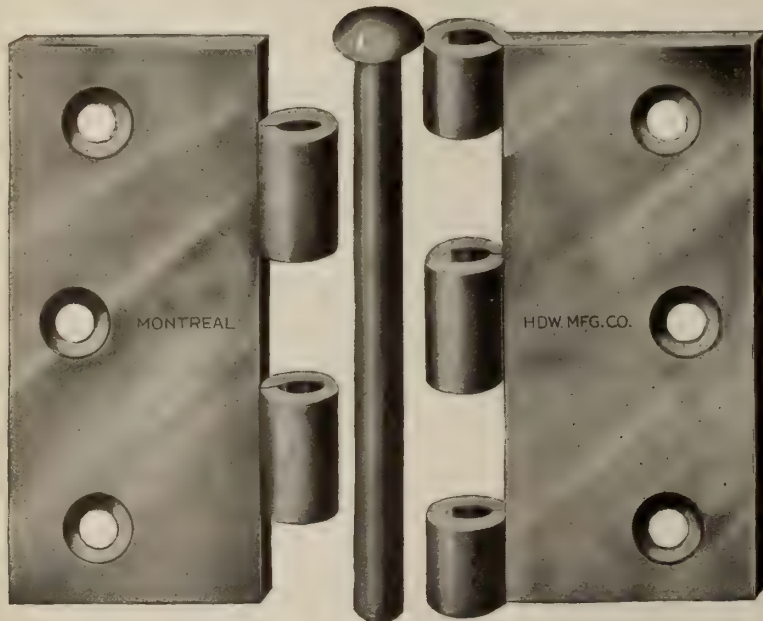
Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

They Produce Substantial Profits

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG

Wrought Steel Reversible Loose Pin Butts



**ANOTHER OF OUR
"QUALITY" LINES**

**A LITTLE BETTER
THAN THE ORDINARY BUT NO
HIGHER IN PRICE.**

Now is the time to stock up—
Send for our catalog of Butts,
Hinges, Light T and Strap
Hinges, Heavy T and Strap
Hinges, Latches, Door Bolts,
Hitching Rings, Etc.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

QUEBEC

Here's Your "Cue" Mr. Paint Man



The
Tale
of
Quality

Has a long, long reach —

The tale of "quality" travels far and fast — if it is a tale of good quality it helps — if poor quality it *hurts*. Sell a paint that disappoints — that fades, chalks off, and does all the other things a poor paint generally does and you will be surprised how far and how fast the dissatisfied patrons spread the news and the dissatisfaction. On the other hand sell

Martin-Senour Paint

100% Pure

and you will wonder what it is that is building up your business so fast. Satisfaction delights in telling about the thing that satisfies so much. It

is not a silent salesman — rather it gets up on the housetop and lets the neighbors all know what it is so pleased about. What will a hundred such salesmen do for you? Sell Martin-Senour Paint and see. Write today for the way to get them started talking for you.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg



TAKE YOUR CHOICE

of any varnish on the market and put it to the test, in comparison with Dougall Varnish. You will find that Dougall Varnish covers more surface and is easier to apply.

Let them dry and expose them to the weather. Leave them until one has cracked or peeled or turned white and you will find that the other is Dougall Varnish.

Dougall Varnish is the best, the most economical, and therefore the cheapest in the long run.

The Dougall Varnish Company, Limited

305 Manufacturers Street
MONTREAL

J. S. N. Dougall, President

CANADA

Associated with Murphy Varnish Co., U.S.A.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

F O R D The
 One
 Best
 Bit
F O R D

YOU HAVE NO IDEA how rapidly and easily a FORD bores until you use one. You can accomplish twice as much work with it, and smoother, more accurate work as well.

Never tears or scrapes and positively will not clog. Its action is free and easy under every condition. Bores straight through knots, and even a nail won't stop it.

We guarantee FORD BITS to do better work than any other Bit. They're made of the finest steel in the world—made so well they can't break.

Experienced woodworkers use and recommend them—all the leading jobbers sell them.

Send for descriptive circulars and free catalogue 8A.

FORD AUGER BIT CO.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**



MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Pilabrasgo Oil Lamps Pay



¶ Getting behind the Pilabrasgo Lamps, Mr. Merchant—especially at this time of the year—is like boarding a through train for Successville.

¶ Not only because they're saleable and profitable, but because there is no line that will make friends for your store more quickly than the Pilabrasgo Lamps.

¶ The real secret of their popularity is the patented Success burner with which they're all equipped. Pilabrasgo Lamps give more light, burn longer—and use less oil than any other lamps in the country—and the patented burner is the reason.

¶ There are plenty of styles: Plain and Decorated Glass Lamps, Kopp's Solid Color Glass Lamps, Library and Hall Lamps, and Metal Lamps of every kind. But no matter which one your customer picks, selling a Pilabrasgo lamp is selling the best lamp light that money can buy.

¶ Of course they make friends for your store. And, of course you want them.

¶ Don't wait then. The season's on in full blast. If you haven't got your stock on your shelves right now, mail a postal to our branch. We'll rush the photographs to you.

¶ But mail your card to-day.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Office :

119 Wortley
Road



London,
Ontario

R. E. Davis, Special Representative
General Office and Factories, Pittsburgh, Pa., U.S.A.



QUALITY PLUS FULL IMPERIAL MEASURE.

Here's a combination that has kept
the line of

INTERNATIONAL VARNISHES AND VARNISH SPECIALTIES

right in the front rank for more
than forty years.

FEATURE—



FLOOR FINISH

THE ONE PERFECT FLOOR VARNISH

It is so tough nothing mars it. Heel marks, scraping chairs and castors leave no marks, and it will not whiten when wetted.

Get details of the full range of "INTERNATIONAL" Specialties. They are real trade winners and business keepers.

Full Imperial Measure in every can.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

BERLIN

LONDON

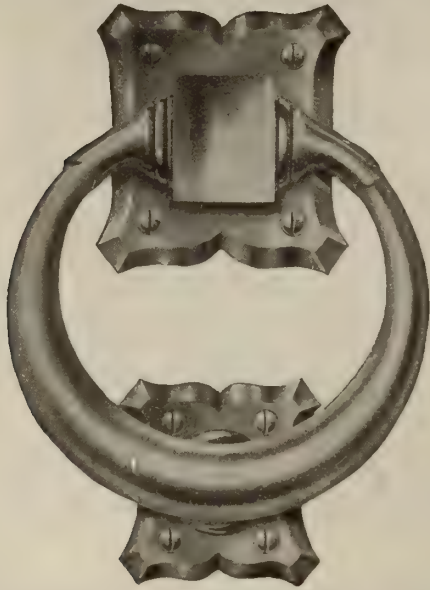
BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.

O86

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers. Peterborough Lock Mfg. Co., Ltd. PETERBOROUGH, ONT.

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

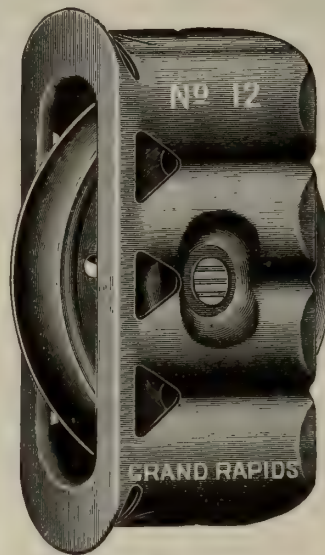
Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST
IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues. We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

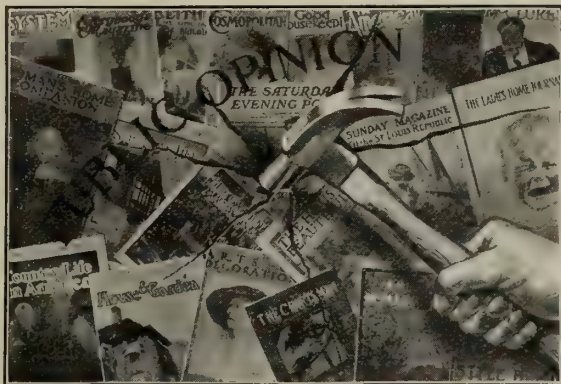
The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA



Cash in on the Hammer Test

Month after month, year after year, the famous Pratt & Lambert "61" Floor Varnish, hammer test illustrations, appear in the great magazines that shape public opinion and influence purchases.

300% increase on "61" Floor Varnish Sales in three years, prove that people do read and respond to Pratt & Lambert advertising and this advertising specializing on "61" Floor Varnish and Vitalite, the Long-Life White Enamel is the entering wedge for Pratt & Lambert Dealers on the whole Pratt & Lambert Line.

This statement from Walter Leighton, Philadelphia, Pa., proves that Pratt & Lambert advertising does create an ever increasing demand on every Pratt & Lambert Varnish:—"The last few years have shown a marked increase in the sales of your line due to your successful advertising. In 1911 we marketed the greatest quantity of Pratt & Lambert Varnishes in the history of our house and feel sure that 1912 will see a still further increase in our business." Can you say the same about the line of varnishes you are now handling?

Write For Our Interesting Selling Proposition.

PRATT & LAMBERT-INC.

VARNISH MAKERS

24 COURTWRIGHT ST. BRIDGEBURG, ONT.

FACTORIES:

BRIDGEBURG, ONTARIO

BUFFALO
PARIS

NEW YORK
LONDON

CHICAGO
HAMBURG

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

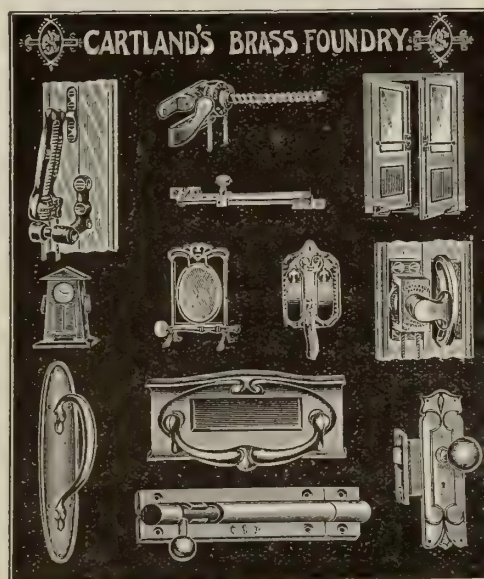
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

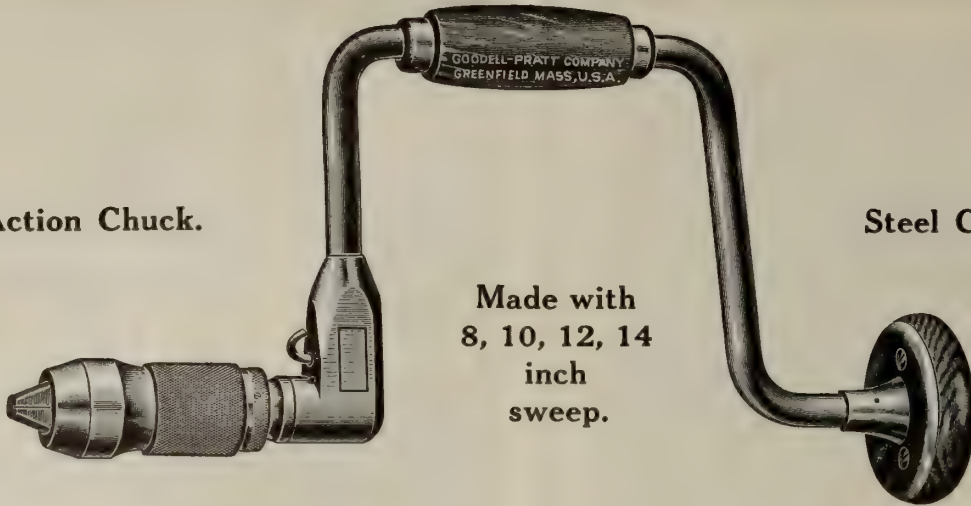


Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Quick Action Chuck.



Steel Clad Head

Made with
8, 10, 12, 14
inch
sweep.

RATCHET

The Brace which we illustrate in this advertisement is our Patented Goodell-Hay Ratchet Brace with Quick-Action Chuck.

**Goodell-Pratt
Company**

Goodell-Pratt's
Toolsmiths

BRACES

Its main feature lies in the fact that only a half turn is required to either tighten or loosen the Chuck.

A feature all carpenters appreciate.

**Greenfield
Mass., U.S.A.**



No. 1186 Coal Grate

MANUFACTURED BY

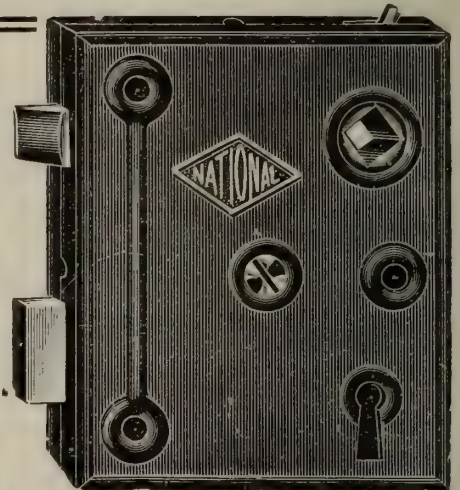
**The Ohio Foundry &
Manufacturing Co.**

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

National Steel Rim Locks

are noted for
their strength,
durability and ef-
ficiency.



Safety Demands a Good Lock

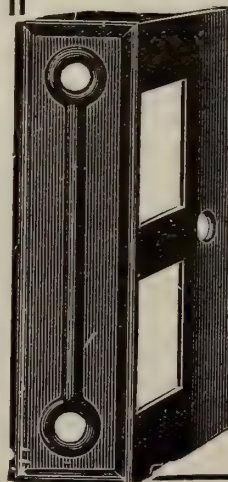
The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

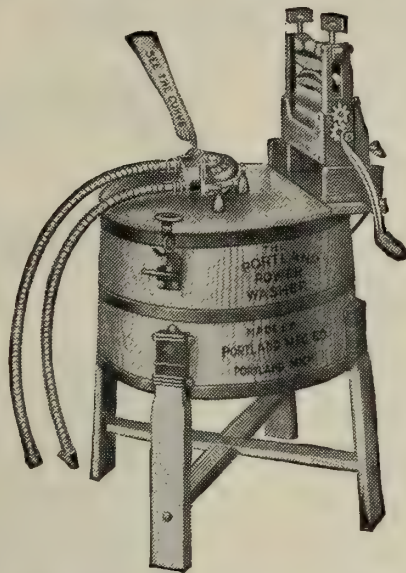
Let us hear from you

**NATIONAL HARDWARE
COMPANY, LIMITED**

ORILLIA, ONTARIO, CANADA



FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

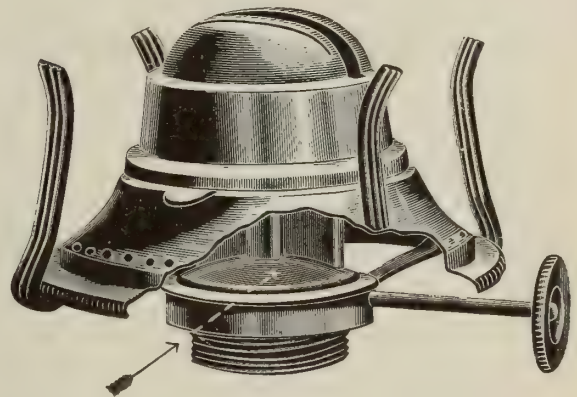
SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a **covered base** is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners **have a covered base**, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

THE

Ontario Lantern & Lamp Co., Limited

HAMILTON, ONTARIO

We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



The Easiest Running High-Speed Washer Is MAXWELL'S "CHAMPION"

Operated by the hand lever or by crank, on the balance wheel shaft. Tub is of Red Cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket Rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS

St. Mary's, Ont.

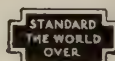


No. 95—6 in. long, $\frac{7}{8}$ in. cutter. Weight $1\frac{1}{4}$ pounds.
List, each \$1.15.

Stanley Tools

STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



You Wouldn't Go Around A Block Twice To Make A Delivery When You Could Do It In One Trip

WHY THEN

sit up late at night straightening your accounts when you can do it in one handwriting at the same time that you give your customer his bill when the sale is made?

You always know by the copy you place in the register how your customer's account stands—each balance is brought forward up to the minute, totaled ready for settlement, with no copying or posting.

The duplicate which you give your customer keeps the amount which they owe fresh in their mind and they will pay up much quicker. You cannot afford to be without the **McCaskey Account Register System** one day longer. It will collect old accounts which you considered hopeless and save you much time, money and worry.

Investigate at once.

The Dominion Register Co.
Limited

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,

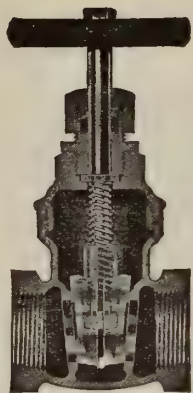
W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

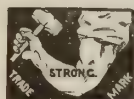
JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



Armstrong Ratchets

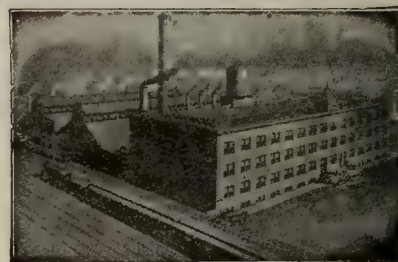
The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET

Each Ratchet
is packed in a
Cardboard Box.



OUR NEW LINE

"STANDARD" REVER-
SIBLE RATCHETS

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?

Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

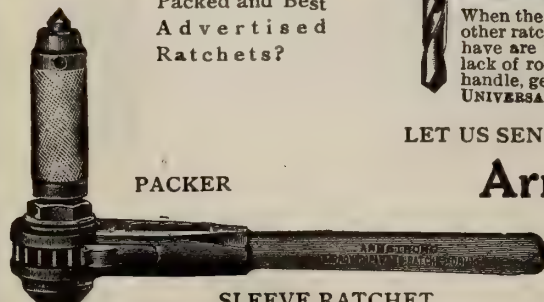
Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.



PACKER

SLEEVE RATCHET



BOILER
RATCHET

Deming

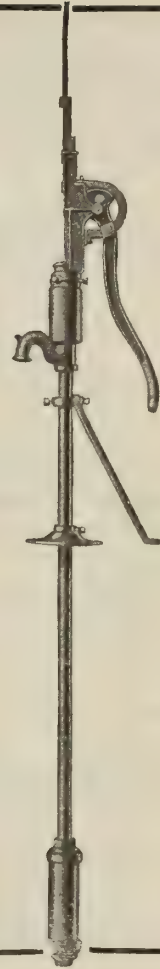
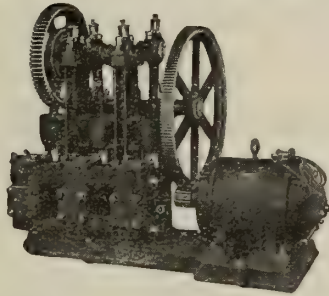
Hand and Power
Pumps

For Hydro Pneumatic Water Systems

Deep or Shallow Wells
Open Tank Service

Drilled or Dug Wells
Pumping Any Liquids

Anywhere, Any Time



THE DEMING COMPANY, 110 Broadway, Salem, Ohio

Hand and Power Pumps for All Uses

GENERAL DISTRIBUTING HOUSES;

Henion & Hubbell, Chicago

Ralph B. Carter, Co., New York

Harris Pump & Supply Co., Pittsburgh

OTHER HOUSES IN ALL PRINCIPAL CITIES

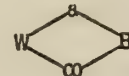


“Hercules”---The Drills With a (Registered Trade Mark) Tough Backbone

“Hercules” High Speed Twist Drills are manufactured from a HIGH PERCENTAGE, VANADIUM HIGH SPEED STEEL under the only twisted-while-hot process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of metals having different degrees of hardness. No more tang troubles with the “Hercules” because the taper shanks, usually one size larger than regular, give the greater driving power, owing to the firm hold of the chuck which grips the drill in the centre. Get them from your nearest jobber or order direct.



Tools of Quality Bear These Marks



The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Factory at:—ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

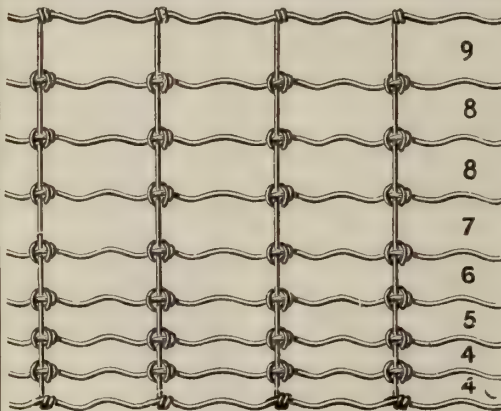
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.

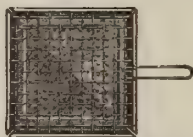


OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results

If You Sell Our

HIGH
GRADE **GOODS**

If you are not selling them send us a trial order
at once.

They are well made and excellently finished, and
are certain to be the choice of the most critical of
buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd.,

WATFORD, ONT.
ROCKFORD, ILL.

**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE BY

McKINNON CHAIN COMPANY

Sales Office:
BUFFALO, N.Y.

Factory:
ST. CATHARINES, ONT.



MADE IN
CANADA

See The
Swell?



Special Steel--Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada.

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

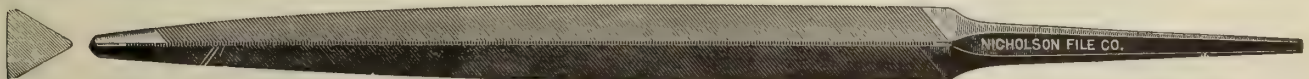
"McCLELLAN"

"KEARNEY & FOOT"

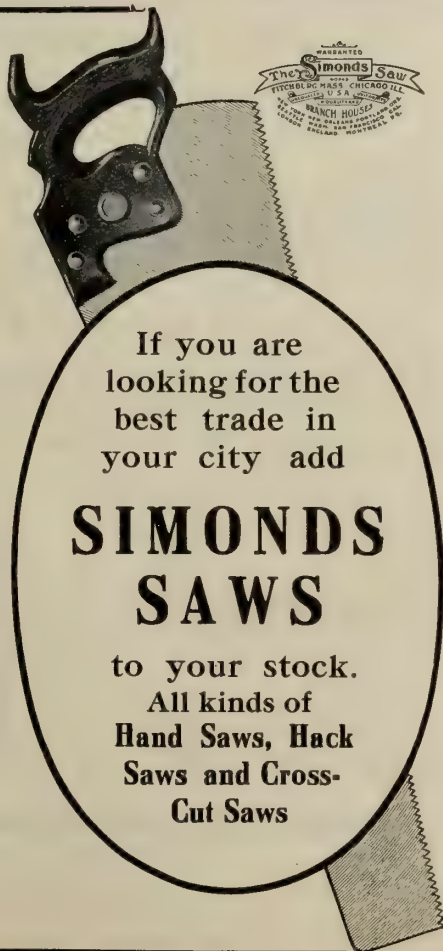
"J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co., - - Port Hope, Ont.



**"I Tell
You It's
A Great
Saw."**



If you are
looking for the
best trade in
your city add

**SIMONDS
SAWS**

to your stock.
All kinds of
Hand Saws, Hack
Saws and Cross-
Cut Saws

Simonds Canada
Saw Co., Limited
Montreal, P.Q.
St. John, N.B.
Vancouver, B.C.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the
most complete line of
oilers made in America,
including Pump, Engin-
eers', Machinists', Mow-
ing Machine and Rail-
road Oilers, Tallow Pots,
Engineer Sets, Torches,
Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

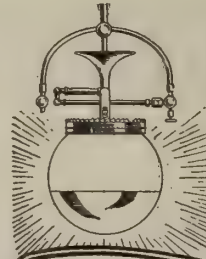
Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.



THE
RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

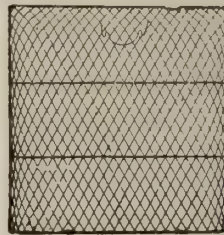
In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO

HOW ABOUT YOUR STOCK OF FIRE-PLACE SCREENS & FENDERS

OUR GOODS ARE STANDARD



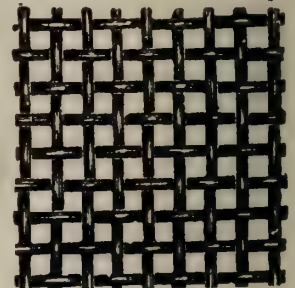
WHEN YOU ARE IN THE MARKET FOR

Wire Cloth
Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?



Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE



MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Canada Plates

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

BEAR BRAND LAMP BLACKS

Have The Quality
That Customers Demand



We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

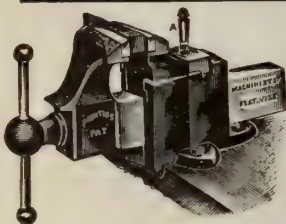
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

**PRENTISS
VISE**

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER,
METAL SPINNINGS**

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

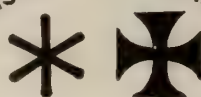
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickordike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pollatt, E. R. Wood.

W. B. Meikle, General Manager.

CAPITAL	\$1,400,000.00
ASSETS	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

**ARE
YOU
ALIVE**

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

WESTERN Incorporated 1851
ASSURANCE COMPANY

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - \$3,000,000.00
Losses Paid Since Organization of the Company, over - \$55,000,000.00
HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Jonathan Crookes & Son

Corporate Mark

Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

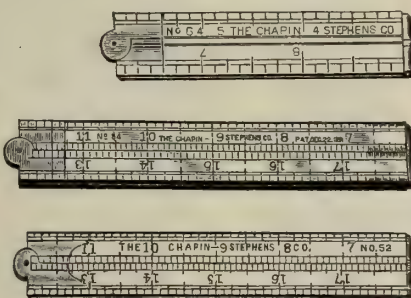
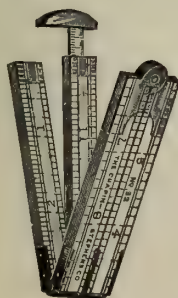
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**
Established 25 Years.

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

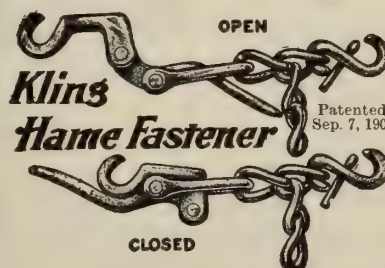
FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY

J. SAMUELS, TORONTO, ONT.

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c, but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TOOLS.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOOKS.

HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Send For Our New Catalog

Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

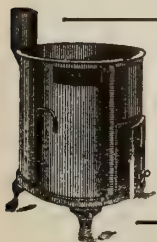
TOOL HOLDERS.

TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.

Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.

Carey
PERMANENTLY REPAIRS SMALL LEAKS in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retail at 25 cts. Per Stick, or sent by mail postpaid for 35 cts.
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cin., Ohio.

BOILERS.

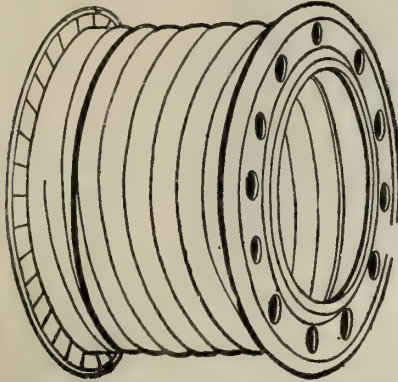


HARDWARE MEN
Put in a stock of
FEED COOKERS
Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
1/4 Toronto Street, Toronto 82 Canada Life Bldg., Montreal

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



Reproduction of

NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

The "Lucky Grip" Bent Trimmer Shear

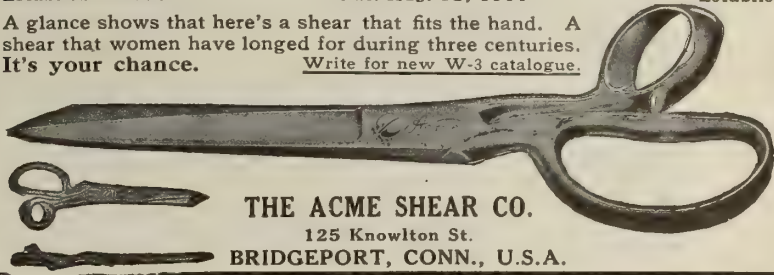
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

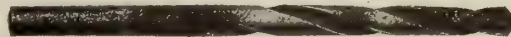
125 Knowlton St.

BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross

"It's in the Steel (which is better) and in the tempering (which is our secret process) that's why "Morrow" Drills are so wonderful."

"Morrow" Drills have astonished machinists all over Canada and wherever we have tested them in competition with other drills, "Morrow" Drills have outclassed all others."



We are obliged already to double our drill manufacturing plant and are rushing the building of the additional machinery with all possible speed.

Also largest makers in the Dominion of Set and Cap Screws, Finished and Semi-Finished Nuts, "The Accurate Kind"

JOHN MORROW SCREW & NUT COMPANY, LIMITED
INGERSOLL

ONTARIO

"All good jobbers carry the Morrow Products"

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

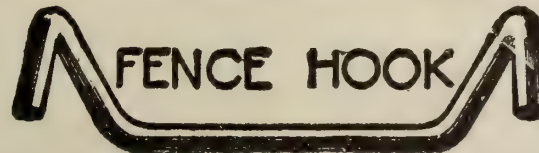


Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

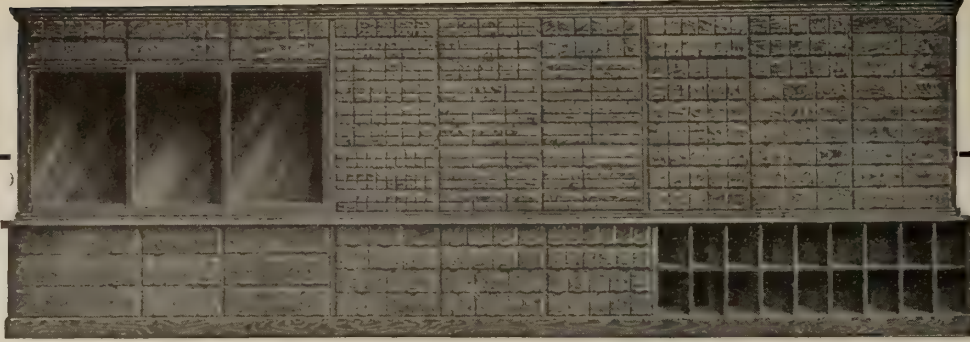
WRITE FOR
CATALOGUE
AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY, LIMITED
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

HARDWARE AND METAL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tittings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

PUMPS

All Kinds

Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

HERE IS A LINE

which carries no element
of chance. You take no
risks, sales are certain.

How many of your cus-
tomers cooked their
Thanksgiving dinners in

ERMALINE COOKING BAGS?

YOU CAN SELL THEM

If you are not doing so,
you are missing a line which
carries a good profit and
needs no pushing.

Send a trial order to-day
or write for free samples to

Edward Lloyd
Limited

508 Eastern Townships Bank Bldg.
MONTREAL

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Malleable Iron Castings

for Carriages and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

What Do You Earn?

Don't think us impertinent.
We want you to put the ques-
tion to yourself, and to sup-
plement it with the further
question, "Could you earn any
more?"

Certainly you could, if your
wasted evenings could be used
to advantage.

Why not let The MacLean
Publishing Company help you
out? They will appoint you
circulation solicitor in your
district for MacLean's Maga-
zine.

When you have tried it you
may find it pays you well
enough to give your whole
time to it. That has been the
experience of many before
you.

The MacLean Pub. Co.

143-149 University Ave.

TORONTO

The Indestructible
"ALL-ROUND" STEEL TRUCK
GREATEST LABOR SAVOR OF THE AGE



All steel except wheels,
which are of cast iron, with
broad tread and 9-16 axle.
Weighs but 17 pounds.

Handles boxes, barrels,
trunks, milk cans, garbage
cans, bags of grain, etc.,
easily with one hand.

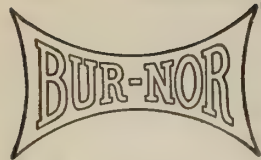
The hook grabs the top
of box, barrel, can or bag,
and does away with neces-
sity for reaching over and
pulling same on truck—hook
stays where placed at any
position on frame.

Indispensable for offices,
milk dairies, breweries,
stores, warehouses, etc. For
private homes its uses are
manifold. Stands alone or
can be hung on a nail: it is
very strong, though light;
45" long, 14" wide at base;
easily operated with one
hand; hook drops out of way
when not in use.

For a General Purpose
Truck it has no equal

Equipped with
rubbertires when
so ordered.

PECK-HAMRE MFG CO.
MAKERS BERLIN WIS.



STEEL VERSUS WOOD



No
Loose
Head.

A
Handle
That
Does Not
Shrink.



Where Strength, Durability and Satisfaction are demanded, the "Bur-Nor" insures your customers 50% more service than can be secured from wooden handled Hatchets. Actual "Pulling Power" 50% greater. Before you need Hatchets, won't you ask us for catalogue and prices?

DO IT TO-DAY.

Greatest
Strength
Where
Strength
is Required.
Oil
Tempered
Blades.



BURGESS-NORTON MFG. CO.
GENEVA, ILLINOIS, U.S.A.



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

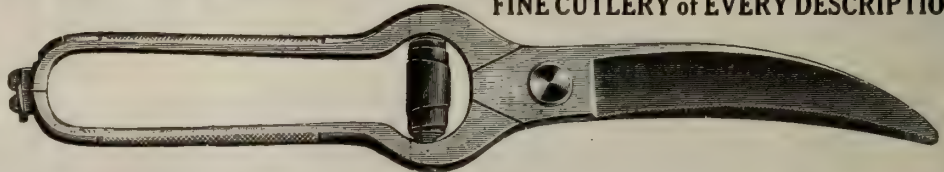


J. A. Henckels TWIN WORKS CUTLERY



The quality and finish of Henckels Cutlery is well known. None is genuine without the trademark.

FINE CUTLERY of EVERY DESCRIPTION



SOLE AGENTS

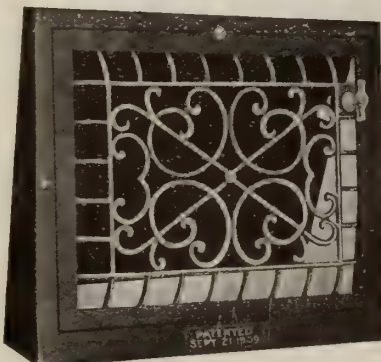
F. W. LAMPLOUGH & CO.

9 Debresoles St.

Montreal



"GOOD CHEER" Sidewall Registers



A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Smart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

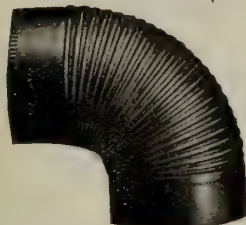
Woodstock, Ontario

The Smoke Goes Up The Chimney Just The Same

even if Stove Pipe is entirely dispensed with. But if the comfort of the family is to be considered it is imperative to use close fitting Pipes and Elbows; and with this fact in view our lines of Stove Pipe sundries are made to fit perfectly.



Made Up and Patent Stove Pipes
From 3 in. to 8 in.
EVERY LENGTH FITS



Stove Pipe Elbows
3, 4, 5, 6, 7 and 8 inches
In two Styles—Cooper and O.H.

JUST ARRIVED

50 Cases GENUINE RUBY Cold Blast Globes
50 Cases GENUINE RUBY No. 39 Railroad
Globes

Order Now—While They Last

ORDERS FOR THESE LINES CAN BE
FILLED COMPLETELY AND PROMPTLY

ORDER NOW

E. T. Wright & Co., HAMILTON CANADA
(H. G. Wright)



Damper Lengths—all sizes.
Tees, Tapers, Chimney Caps, etc.



Stove Pipe Collars
from 3 in. to 8 in.
Also Reducers, Plugs, Flue
Stoppers, etc.

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

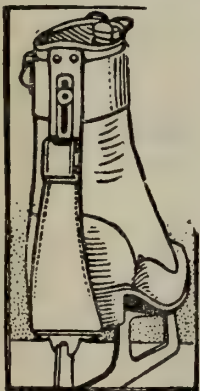
OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4
in., is thoroughly inspected and tested to
600 lbs. pressure, and every length is
branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works :
Lachine Canal



Many Skaters Need The "Perfection" ANKLE SUPPORT

You Can Make Good, Substantial Profit By Selling Them

This ankle support is made from the best quality of steel, and is so
devised that by means of a hinge and sliding attachment the ankles
may bend forward or backward, but simply cannot go sideways.

The "Perfection" has become extremely popular with every user.
It does away with all old-time cumbersome devices and also the fatigue
which prevents many from indulging in this healthful pastime.

Let us send a few on trial—show them to your customers and you
will send us an order for more. Write for full particulars.

The Owen Sound Steel Press Works
OWEN SOUND, ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

MAPLE LEAF

Improved Racer
Lance Tooth
Cross-Cut Saws

"The Proven Best"

The superiority lies in the use of RAZOR STEEL and TEMPERING by our Secret Process.

Maple Leaf Cross-Cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process. If you are in doubt get two saws—one a Maple Leaf and one of any other make and put them to a comparative test under the same conditions. When test is finished you will be convinced that all we claim is true.

Every Maple Leaf Saw is absolutely guaranteed. Be sure to specify it when placing your next order. We also manufacture Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Ice, Hand, Back, Butcher, Pruning, Buck, Saw Tools and Supplies. Large stock of saws in Western Canada at our Vancouver Branch.

Write for our price lists and catalogues.

**Shurly-Dietrich Co.
Limited**

Galt, - Ontario

No. 44
Hollow Back Saws

and 1642 Pandora Street, Vancouver, B.C.

No. 55 Narrow
Straight Back Saws

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Jas. Smart Mfg. Co., Brockville.
- Habbit Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
Bakers' Equipment, all kinds.
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bar Urns.**
Buffalo Mfg. Co., Buffalo, N.Y.
- Bath Room Fittings.**
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.
- Belting.**
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Oillia.
Peterborough Lock Mfg. Co., Peterborough.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Hamilton Brass Mfg. Co., Hamilton.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Chafing Dishes.**
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.
- Chaplets.**
S. Cheney & Son, Manlius, N.Y.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
- The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Emery Cloth.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananogue, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fine Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Floor Scrapers.**
Fox Supply Co., Brooklyn, Wis.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto.
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grinding Machinery.**
London Emery Works, London, Eng.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananogue.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
- Lanterns.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
- Lawn Swings.**
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
- Lightning Rods.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos., & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKeechne Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Metal Polish, Emery Cloth, Etc.**
Oakey, John, & Sons, London, Eng.
- Metal Stove Fronts.**
Canada Foundry Co., Ltd., Toronto.
- Mop Holder.**
Theo. J. Ely Mfg. Co., Erie, Pa.
- Mop Wringers.**
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
- Nails, Wire.**
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
- Oil Stones.**
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
- Queen City Oil Co., Toronto.**
- Oil Tanks.**
Bowser, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pliers.**
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pruning Knives.**
International Tool Co., Detroit.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorcen Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
- Razor Blades.**
Schramberger, Uhrfedernfabrik, Schramberg, Germany.
- Razor Hones.**
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
- Razor Stropps.**
J. R. Torrey & Co., Worcester, Mass.
- Registers.**
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.
- Rivets.**
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Roofing Supplies.**
Bather Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
- Sad Irons.**
Jas. Smart Mfg. Co., Brockville.
- Saws.**
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
- Scythe Stones.**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
R. Heinsch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Shellacs.**
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Silverware.**
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spiramator Co., London.
- Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.
- Store Ladders.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
International Tool Co., Detroit.
- Tools, Metal Workers.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.
- Vises.**
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
- Wall Plaster.**
Manitoba Gypsum Co., Winnipeg.
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
- Wire Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire Door Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire, Iron, Steel, Brass and Copper.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Mats.**
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.
- Wood Finishers.**
Berry Bros., Walkerville.
- Wrenches.**
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

42 Bulls Eyes and 3 Innings out of 45 Shots at 800, 900 and 1,000 Yards Total 222 out of 225



This Score of Sgt. Russell's in the Palma Trophy Competition at Ottawa on Sept. 14, established a new World's Record, and the Ross Service 303 Rifle and Ross Ammunition made this record possible.

You are probably selling foreign sporting rifles on the reputation of years ago—sell Ross Rifles now. They are the most accurate and the most powerful rifle on the market, and they are made in Canada.

We suggest special attention to the Ross High Velocity 280 Model. It retails at \$70.00, and offers the highest grade arm for men who appreciate the best. You surely have some such among your trade.

Have at least one of these on hand to show. Other models at from \$25.00 upwards.

ROSS RIFLE CO. - QUEBEC

Important Facts in Connection With Our Sales and Advertising Campaign for the Fall and Holidays

THE way in which the trade that responded to our Christmas Offer indicates that the conviction which we expressed last month, that this was going to be another record-breaking year, will be generously borne out, as our business up to October First has set another high mark.

Never before have we in one season introduced so many valuable improvements as we are presenting to the trade this fall, such as "No-Mar" Rubber Corner Cushions or furniture protectors, rust proof enameled Steel Pans, etc. We are also introducing a new sweeper, "The Princess" of exceptionally attractive design and finish and containing all our latest improvements. This machine will be sold at a very popular price, and we predict for it a very large sale.

Bissell sweepers will be advertised for the balance of the season in standard magazines having a combined circulation of over twenty-five million, and we urge our customers to place their holiday orders early so as to insure having the goods to meet the demand that is certain to come, and which will be greatly stimulated by the extensive advertising we are doing.

Write for a copy of our Christmas Announcement—it's the most liberal offer we have ever made.

BISSELL CARPET SWEEPER CO.
GRAND RAPIDS, MICH.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES: New York—25 Warren Street. Niagara Falls, Ont. London. Paris.

**CLEAN, SATISFACTORY
PROFITS**

can only be secured by selling a reliable and serviceable article. In

STILL'S AXE HANDLES

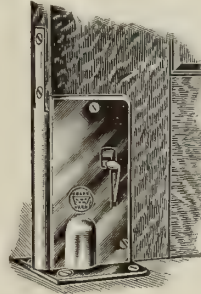
you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES MUST BE ACCURATE

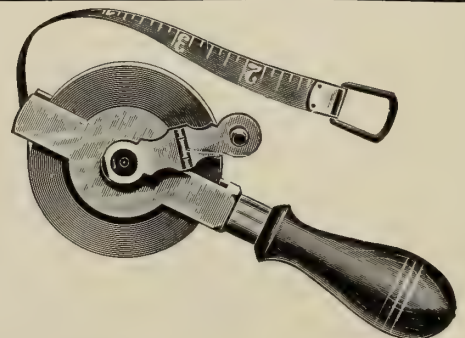
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

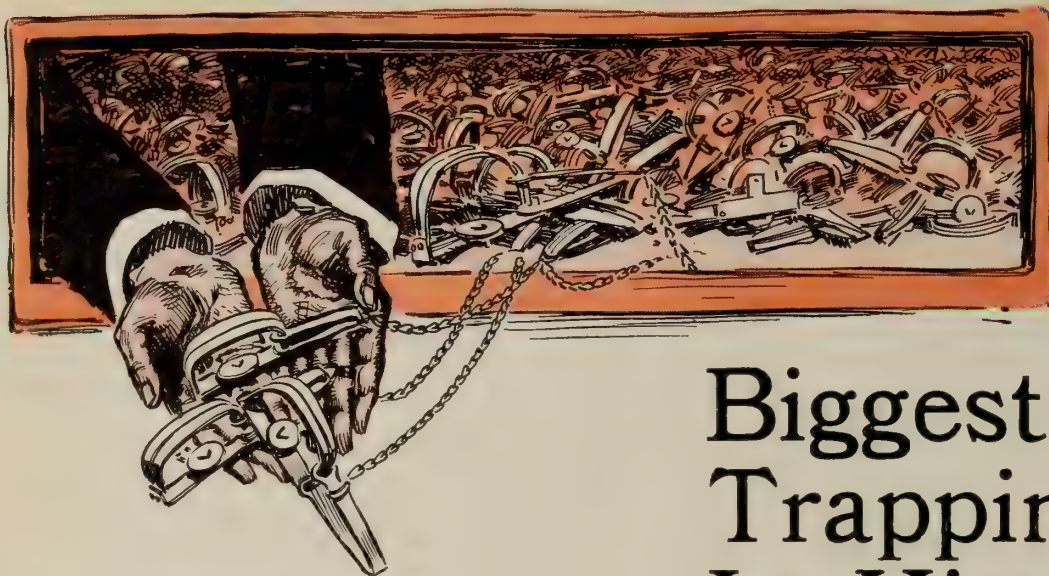
LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.



CATALOGUE
ON REQUEST



Biggest Trapping Year In History



SHORTAGE of ten million furs is reported in London fur centers.

First Result: Fur prices, now high, are going up by leaps and bounds.

Second Result: Big prices always stimulate trapping, and more traps will be used this season in your neighborhood than ever before.

The exact date when the trapping season will begin is uncertain, but nothing is more certain than that it will do no harm to be prepared. When trapping does begin, it will come with a rush—your customers will want not only more traps than usual, but they will want them at once.

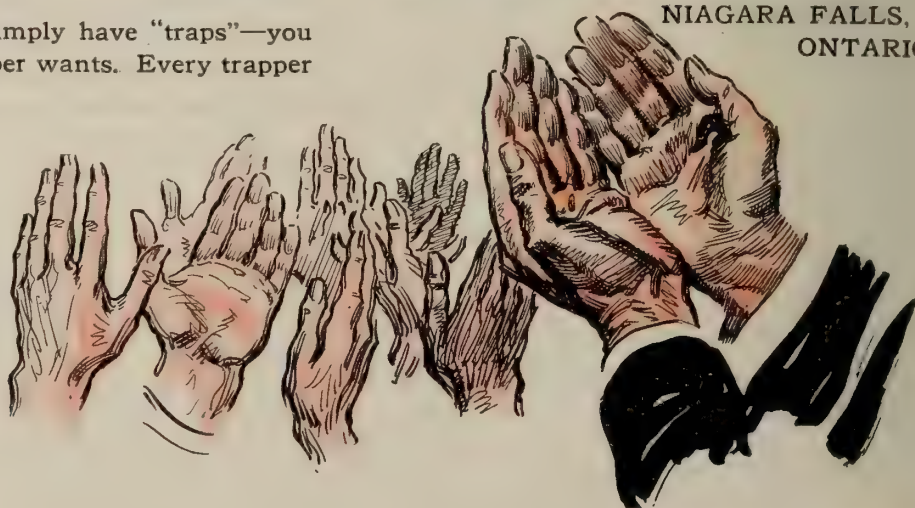
Don't wait—if you want to be sure that your customers get the traps they need.

Order now of your jobber—if his line of traps is incomplete, give him time to get the sizes you need.

ONEIDA COMMUNITY, Ltd.

P. S.—It is not enough to simply have "traps"—you must have the traps the trapper wants. Every trapper wants the trap with the "V."

NIAGARA FALLS,
ONTARIO



CONTAINING RESULTS OF STOVE WINDOW CONTEST

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV,

Publication Office: Toronto, Canada

No. 45

November 9, 1912



Quicken Your Service

Modern stores cannot afford to have aisles crowded with impatient customers. People demand quick service. They do not excuse *old methods*.

With National receipt-printing registers in small purchase departments, change is made instantly. There is no waiting for money to return from some distant part of the store. There are none of the old delays or mistakes.

Your customers are satisfied, your sales-people can sell more goods, and *you can make more money*.

Ask us to send our representative to study the needs of your store.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory: Toronto

Start a Special Counter Now For Christmas Gifts

Scarcely a person will enter or pass your store during the next six weeks who is not, unconsciously perhaps, on the lookout for Christmas suggestions. The volume of your Christmas sales will be in direct proportion to your skill in offering these suggestions.

One of the most effective ways of doing this is to clear a counter, silent salesman, or even a table, as close as possible to your store entrance, and use it exclusively for Christmas goods. Be sure it is so located that no one can enter or leave your store without seeing it at close range, and use strong cards calling further attention to it, and suggesting the immediate purchase of Christmas gifts.

Select a few (be sure you do not overcrowd the table) of the very best Christmas lines in your store, and give to each an attractive display, with dainty price cards on every article. A good idea is to group the low, the medium and the high-priced articles together.

If possible, arrange that each of your clerks shall have charge of this table, in turn, for equal lengths of time. Permit each to follow his own ideas, so far as they are sensible, in arranging the table, and offer a Christmas gift worth while to the one who makes the best sales showing.

One of the features of most importance to the success of this plan is to make as strong a showing as you possibly can of Gillette Safety Razors and Blades—than which you have no better Christmas seller.

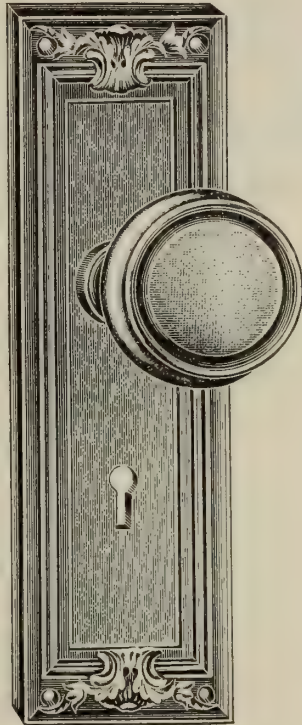
With the pigskin and the metal cased Combination Sets—the beautiful range of Pocket Editions—and the Standard Sets in metal and leather cases, you can easily dress up an exhibit that will catch every eye and grip the roving fancy. Then a few well-chosen words on the every-day usefulness and comfort of the Gillette will coin these silent Christmas suggestions into profitable and mutually satisfactory sales.

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the **BEST** he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

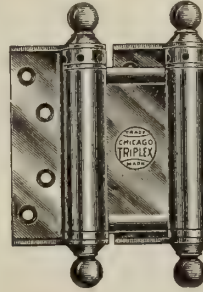
BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



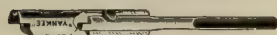
Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



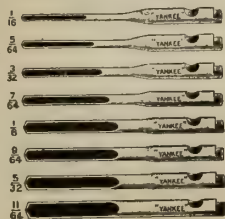
Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink, Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE



These will bring you
**CHRISTMAS
TRADE**

"YANKEE" TOOLS

No. 30 and 130 with the four attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA, PA., - U.S.A.

(4)

The Popularity of FAIRBANKS SCALES Makes Them Easily Sold

Every live dealer can reap big results by getting after the farm trade.

It's easy to convince a farmer of the convenience of our platform scales—also of the protection which they afford him.



With
Bag Rack

There are very few farmers in the country that have not heard of Fairbanks Scales, or do not know of their high quality and serviceability.

These scales are furnished with or without wheels. The beams and sliding poises are of brass and in the two smaller sizes are marked to 50 lbs. by one-quarter pound divisions, all other sizes marked 100 lbs. by one-half-pound divisions; while weights on the counterpoise make up the full capacity of scale.



Write for Particulars at once.

The Canadian Fairbanks-Morse Company, Limited

Montreal

Toronto

Ottawa

St. John

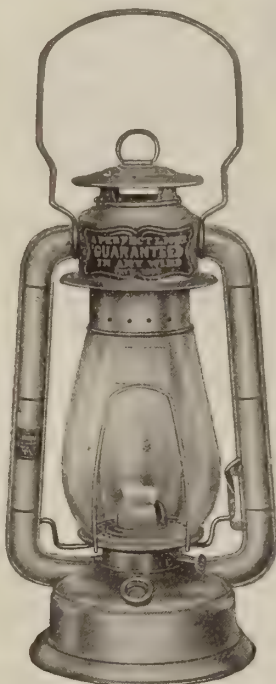
Calgary

Saskatoon

Winnipeg

Vancouver

Victoria



BEACON COLD BLAST LANTERNS

IMPROVED 1912 PATTERN

Enlarged Dome Shape Oil Well

Providing better combustion. Holds sufficient oil to burn for twenty-four hours.

Improved Adjustable Bails

Each Lantern is also supplied with our

Beacon Tempered Flint Glass Globes

All the superior points of excellence in our Lanterns of the past have been retained.

Prices on Application

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY

TORONTO

MONTREAL

WINNIPEG

Disston

FILES

For many years machinists, mechanics, carpenters, cabinet makers and horse-shoers have known and appreciated the sterling worth of all goods bearing the Disston Brand and prefer them for their Quality and Mechanical Correctness as well as for their Lasting Qualities.

Disston Files

do all the filing done in the Great Manufacturing Plant of

Henry Disston & Sons,
Philadelphia, Pa.

*The Largest Plant in the World
devoted to the making of Saws*

Have YOU a stock
of

DISSTON

**TROWELS
SAWS and
LEVELS?**

Hardware Dealers

can sell more files of this brand and give more universal satisfaction than with any other. They cost no more than inferior Goods.

NOTICE!

We will accept specified orders at present prices for shipment up to May 1st.

We are Headquarters for Disston Goods.

You should be Headquarters for this line.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

Here's the trade builder
for you

Success



Lamps

Telling you that Success Lamps are profitable for your store is simply stating a demonstrated fact. Thousands of progressive Canadian merchants are increasing their sales by pushing these famous Pilabrago lamps.

Success Lamps are substantial and serviceable. They're all-metal—centre-draft—easy to wick—easy to clean. They cannot get hot, so there's no danger of explosion. And they give an intense white light that can't be improved on for reading purposes. Furthermore, you can sell Success Lamps at a moderate price and still clean up a nice profit.

Now aren't you going to line up with the other live merchants who are boosting Success Lamps? Believe us, they'll build your business, too.

The Pittsburgh Lamp,
Brass & Glass Co.

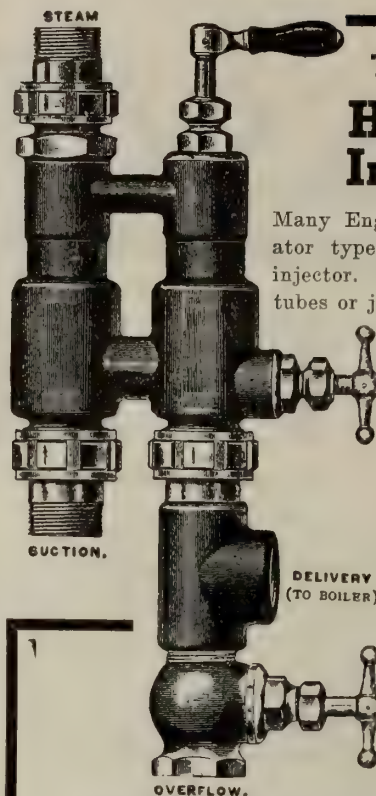
Canadian Office :

119 Wortley
Road



London,
Ontario

R. E. Davis, Special Representative
General Office and Factories, Pittsburgh, Pa., U.S.A.

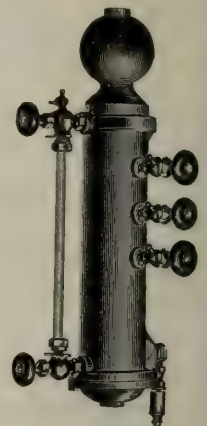


The Genuine Handcock Inspirator

Many Engineers prefer the Inspirator type of boiler feeder to the injector. It contains two sets of tubes or jets, where the Injector has but one set, each set fulfilling its duties of lifting and forcing, making a more durable and efficiency-lasting machine. It requires no adjusting or throttling of valves, feeds boiler at highest temperature limit, and makes the best all-round boiler feed on the market.

The Reliable Safety Water Column

is a high and low water alarm which whistles when the water reaches the centre of either the lower or upper gauge cocks. Complete with water gauge mountings and gauge cocks.



J. M. T. Valves

have been on the market for the past 25 years. Most engineers know them. All parts are made proportionately correct in design, and all valves are carefully tested and fully guaranteed to give highly efficient service. Made in Globe, Angle and Check Patterns.



These are profitable goods that you will have calls for. Stock at least one of each. You'll never regret it.

Write for full particulars.

The James Morrison Brass
Mfg. Co., Limited

93-97 Adelaide Street West, - TORONTO

MAPLE LEAF

Improved Racer
Lance Tooth
Cross-Cut Saws

"The Proven Best"

The superiority lies in the use of RAZOR STEEL and TEMPERING by our Secret Process.

Maple Leaf Cross-Cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process. If you are in doubt get two saws—one a Maple Leaf and one of any other make and put them to a comparative test under the same conditions. When test is finished you will be convinced that all we claim is true.

Every Maple Leaf Saw is absolutely guaranteed. Be sure to specify it when placing your next order. We also manufacture Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Ice, Hand, Back, Butcher, Pruning, Buck, Saw Tools and Supplies. Large stock of saws in Western Canada at our Vancouver Branch.

Write for our price lists and catalogues.

**Shurly-Dietrich Co.
Limited**

Galt, - Ontario

No. 44
Hollow Back Saws and 1642 Pandora Street, Vancouver, B.C.

No. 55 Narrow
Straight Back Saws

THE STEEL COMPANY OF CANADA LIMITED

HORSE NAILS THAT ARE AN IMPROVEMENT

on other makes. M.R.M. Brand embody all the good qualities other nails possess, but in addition have distinctive qualities of their own that **CANNOT** be equalled.

Made by the Cold Process from Swedish Rods, the best material for the purpose, M.R.M. Horse Shoe Nails possess the easy driving, clinching and holding qualities which are so desirable to the Farrier.



All Nails are subject to thorough inspection before being packed, and only **PERFECT** Nails are shipped.

When a Farrier once uses M.R.M. Horse Nails he will not be satisfied with a substitute.

Farriers know that:

" Every M.R.M. Horse Nail will do its duty."

If you stock this popular brand of Horse Shoe Nails you are assured of a satisfied customer who will "come back for more."



DISTRICT SALES OFFICES:

HAMILTON,

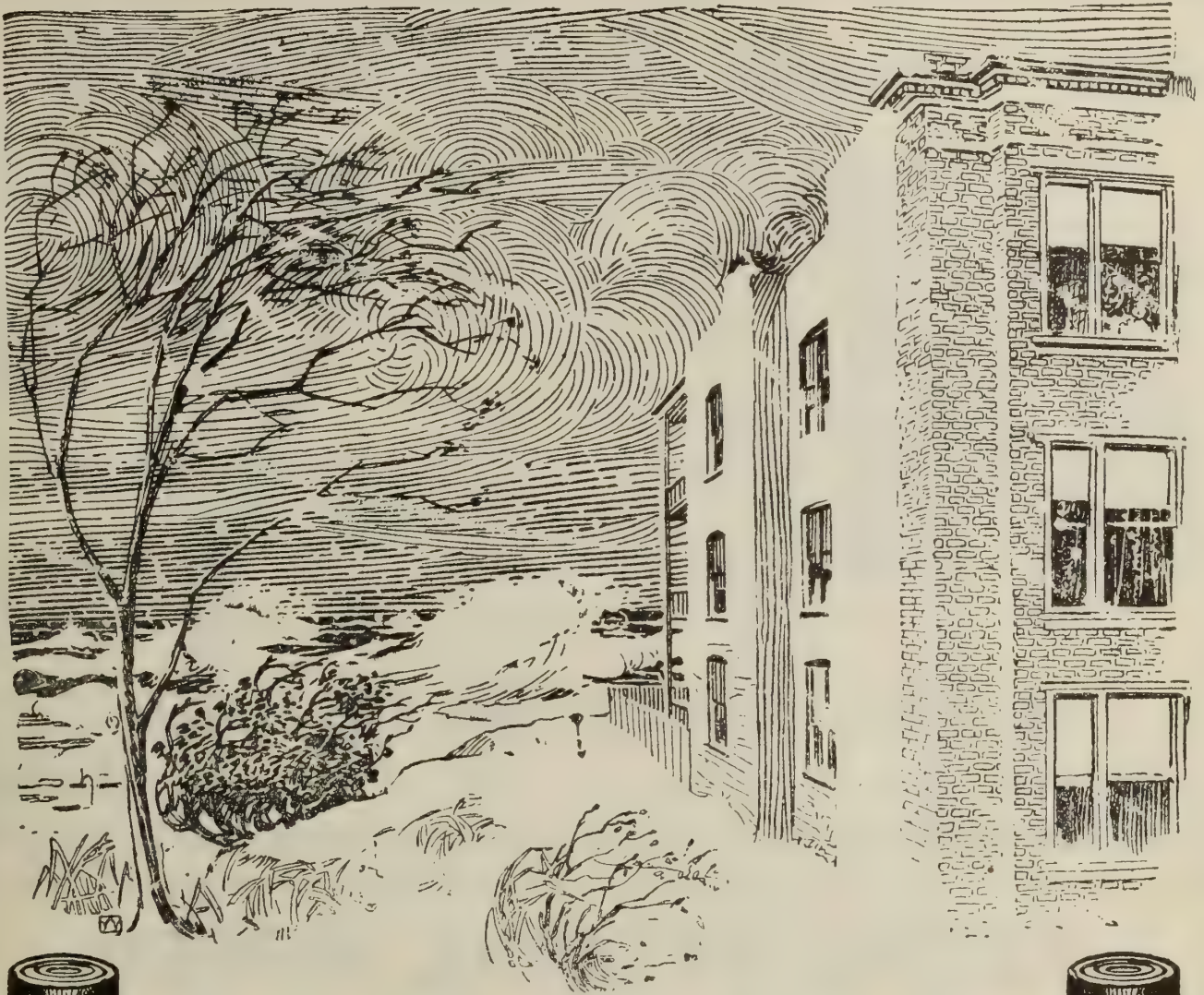
TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



The "SAMSON" Roof is weather proof

A good protection against Storm, Wind, Hail,
Rain, and Sun.

SAMSON READY ROOFING is guaranteed to
give Satisfaction—and gives it.

Send us your orders.



H. S. Howland, Sons & Co., Limited
Wholesale Hardware **TORONTO**

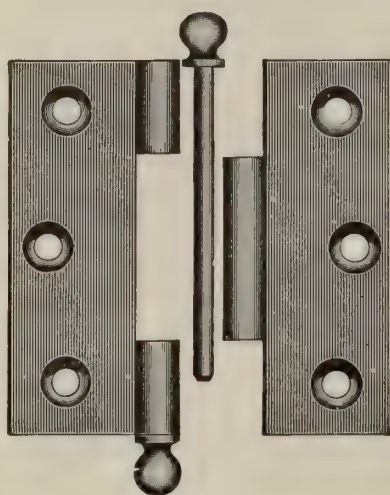
WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

OUR PRICES ARE RIGHT



Crescent Brand HARDWARE



Butt Hinges

Strap Hinges

Tee Hinges

Barn Door Hangers

Parlor Door Hangers

Trolley Hangers

Hinged Hasps

Shelf Brackets

Wrought Staples

Rollston Pulleys

Gate Hooks

Wagon Hardware

Etc. Etc. Etc.

Steel Sheets

Bands

Bars

Rods

Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

-

CANADA

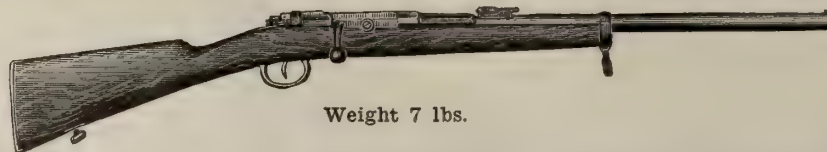
EXTRA SPECIAL OFFER

Fifteen Dollar Rifles For One Third Of The Price. Mr. Dealer, We Wish To Draw Your Attention To A High Grade Single Shot Rifle Which We Are Offering As Long As They Last At The Above Price. Order At Once And Make Money.

Single Shot Rifle

"Mauser" Model 71 Transformed Into A Sporting Rifle, Powerful and Safe

Bolt Action
Caliber 11 m-m
or 43



Weight 7 lbs.

The Breech Block, Lock and all working parts are made of Fine Tool Steel.

You will have no trouble to dispose of a quantity of these rifles if you will but only show them to your customers. Other merchants are making big money on these rifles. Why not you? So don't delay, but order at once and be convinced: For Quality, Accuracy and Dependability, we give you our absolute Guarantee. This is just the rifle for large game, shoots accurately, and has great carrying distance. No trouble to keep this rifle in order; will stand all kinds of hard usage. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. Correctly sighted. Perfect safety device.

McGILL CUTLERY CO.,

P.O. BOX 580

MONTREAL, CANADA



Don't Overlook

THIS

"STAR" Christmas Trade Getter

THE OLD RELIABLE

Star Safety Razor

(Pioneer Safety—Since 1875)


is to-day perfected in every detail, and selling better than ever before. It stays sold because it gives absolute universal satisfaction to all customers. "Star" users, and there are millions of them, never complain of poor shaving blades—one **"Star" heavy hand-forged razor blade** is good for 20 years.

To get your trade started make a **"Star" window display**—your sales and profits will increase wonderfully. We will supply you liberally, and free of all cost, with all the necessary advertising matter.

Write to-day for our complete dealers' catalog. Consider the "Star" line carefully before placing your next order for Safety Razors, Stoppers, Stropps, Shaving Brushes and Safety Corn Razors.

Kampfe Bros.
8 Reade Street
New York City

\$1.50



WIRE ROPE

We manufacture different rope for different purposes.

SWEDISH CHARCOAL

MILD PLOW STEEL

ACME BRAND

CRUCIBLE CAST STEEL

BEST PLOW

GALVANIZED SIEMENS-MARTIN

GALVANIZED STRAND

Write for Catalogue.

State kind of rope required
or purpose to be used for.

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. - - - MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Have YOU received YOUR Coin Mat?



If not, a Postal to us will bring it.

Place it where it will do the most good.

Make it a point to always pass the change on the Brantford Mat. Not only because it protects your glass from being scratched, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice. This means SALES and moves the goods.

Help YOUR profits by using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

SUPPORT HOME INDUSTRIES

**HARRIS
HEAVY
PRESSURE**

made in Canada
by a Canadian
firm.



**HARRIS
HEAVY
PRESSURE**

The best Babbitt
for all general
machinery.

**HARRIS
HEAVY
PRESSURE**

NO HARDWARE MAN SHOULD BE WITHOUT A SUPPLY

Will not crack or squeeze out

Positively eliminates friction

Runs cool at any speed

Is Doubly Copper Hardened

Write for a sample box to our nearest factory. Manufactured and Guaranteed by

THE CANADA METAL CO., LIMITED

HEAD OFFICE **TORONTO**

BRANCH FACTORIES **MONTREAL and WINNIPEG**

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

New Idea

The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand. $\frac{1}{2}$ -inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a PERFECT CLEANER.



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

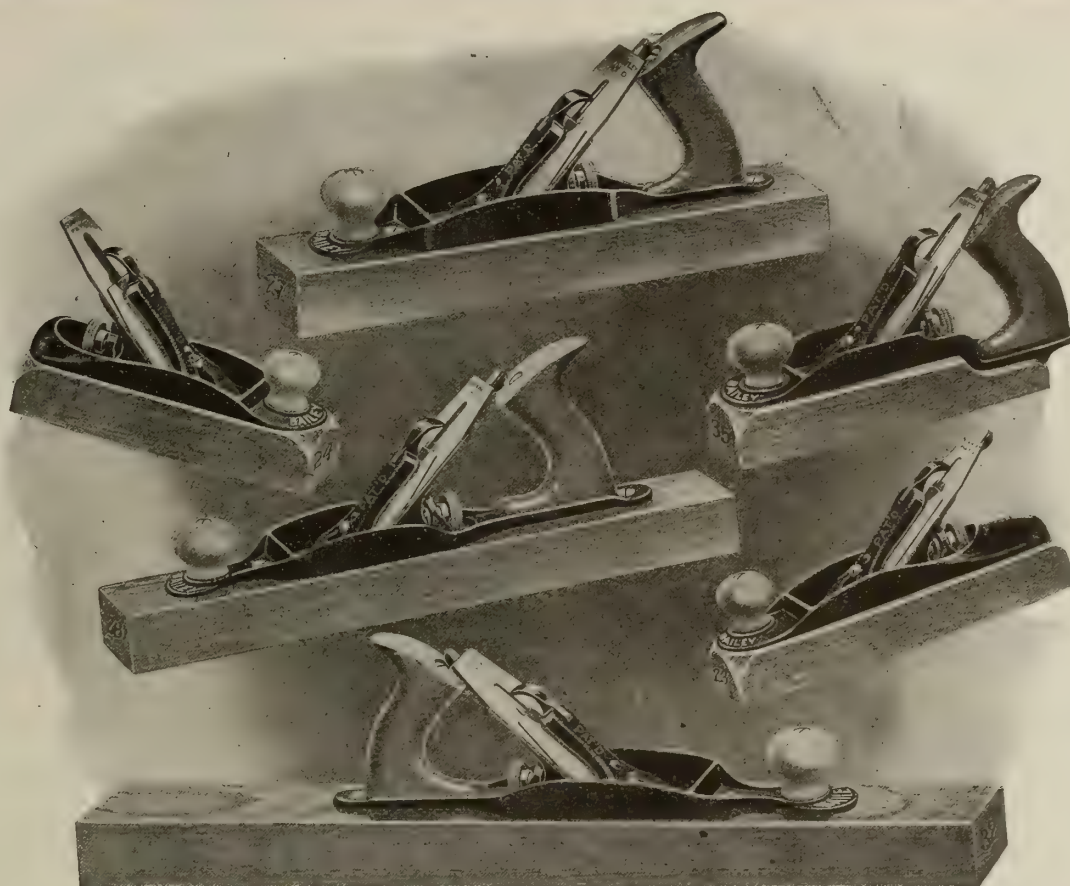
IT PAYS TO HANDLE A GOOD ONE.

Made by

AGENTS—

W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

Address all communications to :



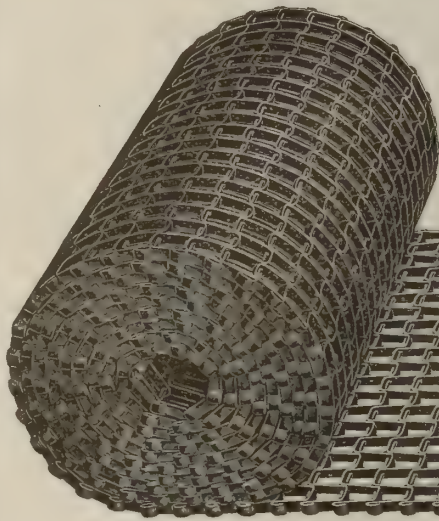
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are superior to those involved in the makes of any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

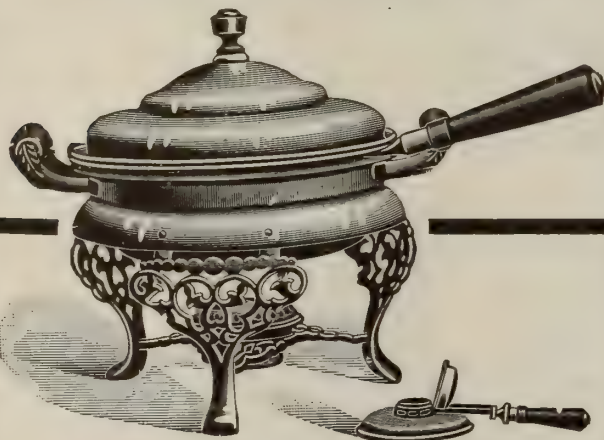
The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA



Now Is The Time To Push This

Chafing Dish

It makes an ideal Christmas gift and is sure to sell well at a good profit. Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Write for circulars to-day. Immediate shipment guaranteed.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

THE CORONA ROASTER

is a splendid YEAR ROUND SELLER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.



Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

Genasco gives you a vital talking point to help you sell it—Trinidad Lake asphalt.

The first requirement of every roof is—that it shall stay waterproof. And Trinidad Lake asphalt is "Nature's Everlasting Waterproofer." Its *natural* oils give Genasco the life that lasts.

Impress this on your customers and let the logic of it help them decide.

Have you ordered a good supply of Genasco from your jobber?

The Kant-leak Kleet waterproofs seams without cement and prevents nail-leaks.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK

SAN FRANCISCO

CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec,

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

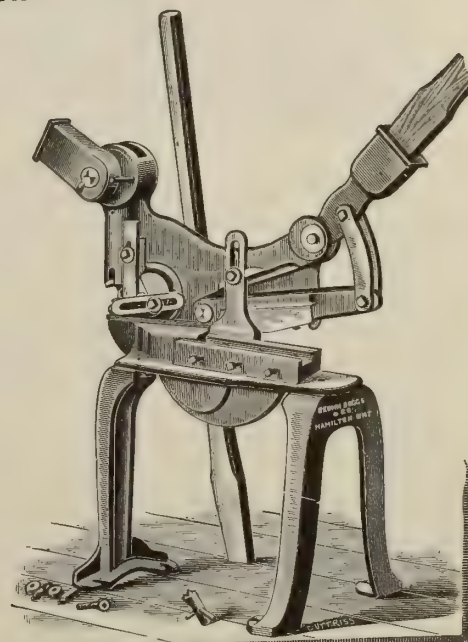
If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable** after a trial.

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4" x 2" or 3/8" round, and will punch a 5/16" hole in 1/4" iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8" hole in 1/4" iron.

Write for Full Particulars and Discounts.

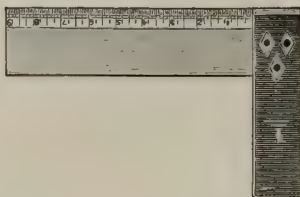
The Brown-Boggs Co., Limited
HAMILTON, ONTARIO, CAN.



Celebrated KANGAROO Brand Tools



OF ALL



KINDS



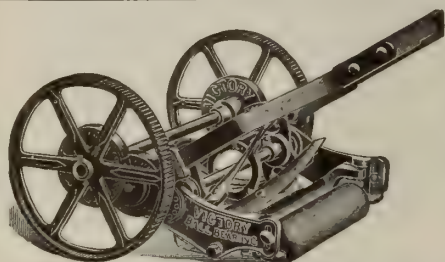
Lists and Prices from

Robert Sorby & Sons, Ltd.

Sheffield, Eng.

Canadian Representative, GEO. H. SAYWELL, 61-3 Albert St., Winnipeg.

Local Agents at Toronto, Calgary, Vancouver, Saskatoon.



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

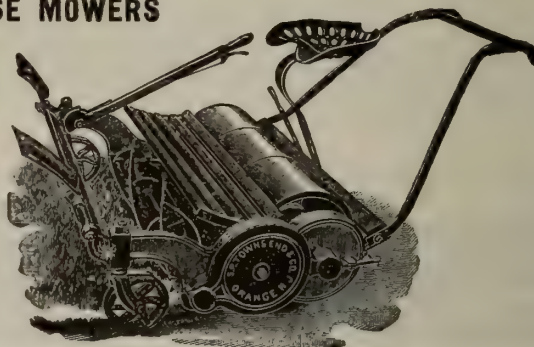
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

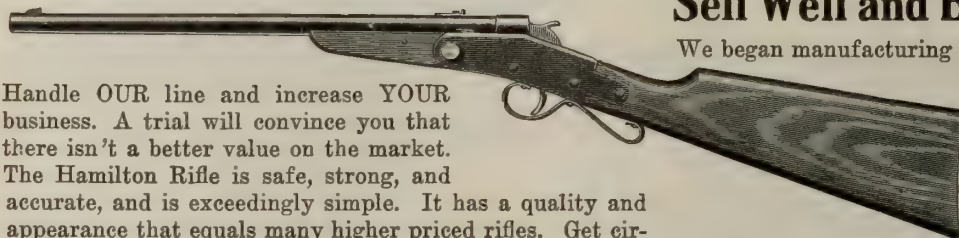
ORANGE, N. J.



HAMILTON (²² Calibre) RIFLES

Sell Well and Bring Good Profits

Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong, and accurate, and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.



We began manufacturing these rifles with the aim to build our business on their reputation, and we have more than succeeded. The old as well as the young have always been highly pleased with the "HAMILTON" Rifle Service.

For Sale by all Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

Corrugated Iron, Straight or Curved Always Uniform

Eavetroughs, Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights and Ventilators

Prompt Shipment

WHEELER & BAIN

The Quick Shippers

TORONTO

Sectional Plate Flatware

Trade ★ ROGERS & BRO., A-1 Mark

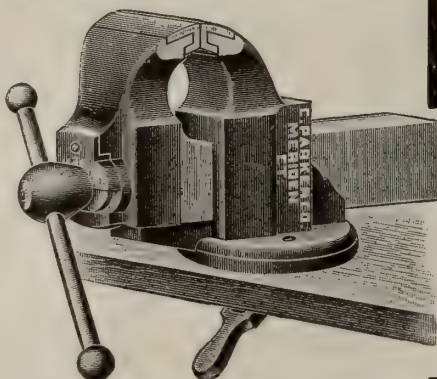
MYSTIC PATTERN.—A neat floral design, well balanced with an even distribution of metal, so that the strength and weight come just at the RIGHT place. We have many other designs of this High Grade Flatware. Mail us your order, and we will give it our prompt attention.

Standard Silver Company, Limited
Madison Avenue, Toronto, Ont.

PARKER'S HEAVY SWIVEL RAILWAY VISE

Is Convenient
Strong and
Durable

If you are not acquainted with the service-giving qualities of this vise it will pay you to investigate.

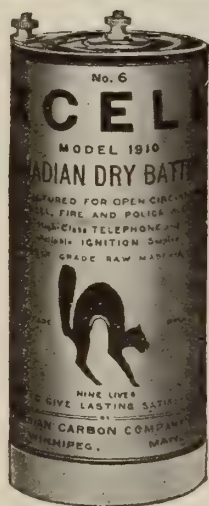


Write us at once for illustrated Catalogue—study it, and you will soon be convinced of the advantages of this tool.

The Steel Faces of Parker's Heavy Swivel Railway Vise are milled and fitted to the jaws, and are remarkable.

Write us to-day.

The Charles Parker Co.
MERIDEN, CONN., U.S.A.



Western Preference

for X CELL Batteries is more than the expression of a preference for Western-made goods. Consumers know when buying X CELLS that they get a live, active cell, with high initial amperage, strong recuperative powers, and a state of freshness and vigor that no Eastern-made or imported battery can hope to exhibit.

X CELL Dry Batteries

(Made in Winnipeg)

are standard throughout the West for these reasons. Every cell tested and guaranteed for long service before being shipped.

ELECTRIC FLASHLIGHTS

make a nice, clean, profitable side line. There is a big demand which you can fill, and the liberal margin makes the trade worth while. We handle the best grade only.

LET US PUT YOU IN TOUCH WITH THE NEAREST JOBBER

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave., Winnipeg
E. W. HANNA, President and Managing Director

The name "YALE" helps make the sale



If you want to build up a satisfactory door check business, the way to start is to be sure that the door checks you stock bear a name that stands for something in the minds of your customers. That "the name YALE helps make the sale," is a fact known to every hardware dealer who sells Yale Products.

Here are three popular forms of the Yale Door Check. Your customer should know about them—and we are even more anxious that you should:

The Yale Door Check

The most perfect door-checking device made, embodying the time-proven principles of the Blount Check, with improvements which make it a distinctly new model.

Yale Checking Floor Hinge

A combined door check and hinge, located in the floor. Does away with projections from door, and if installed at time of building, is preferable to the overhead type of check.

Yale Double- acting Check

A device for double doors that closes them quickly and quietly. Stops flap-flapping and yet permits doors to swing in both directions.

Our magazine advertising on Yale Door Checks is making buyers in your locality. To help you get these buyers into your store, we are ready to coöperate with you, free of charge, by furnishing you with newspaper advertisements, booklets and leaflets, lantern slides, window displays, blotters, counter mats, etc.

Address Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



The Hardwareman

*who is not
handling our*

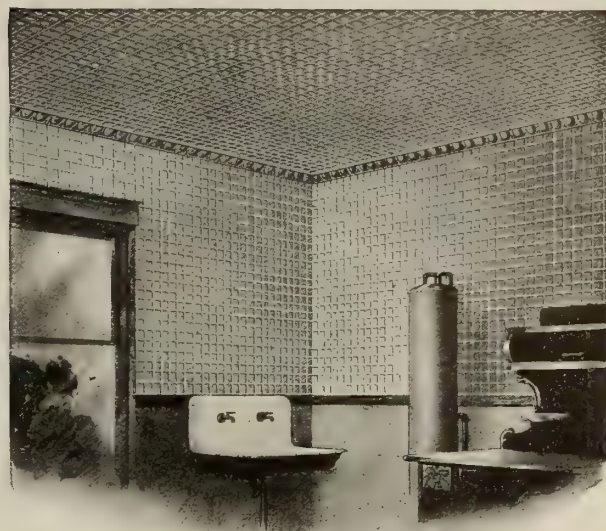
"Metallic" Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

*There is nothing to touch "Metallic"
for Kitchen Ceilings and Walls.*



THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers
of **Lumber Tools**
PEMBROKE, ONT.



PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

QUICKLY ADJUSTED FOR ANY ANGLE. Some of the advantages over older models are:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the **FREE book "Tool Practice"**

Millers Falls Co.
28 Warren Street
New York



GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY
Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales. Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.
Limited
TWEED - - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg, Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings
Spiral Pressure Springs Enclosed Cog Wheels



PLAIN BEARINGS

No. 310E—	- - - -	Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 311E—	- - - -	Rolls, 11 x 1 $\frac{3}{4}$ inches

STEEL BALL BEARINGS

No. 317E—	- - - -	Rolls, 10 x 1 $\frac{3}{4}$ inches
No. 318E—	- - - -	Rolls, 11 x 1 $\frac{3}{4}$ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY
99 CHAMBERS STREET, NEW YORK

Packed 3 in a case

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE

MENTION HARDWARE AND METAL

METAL SHINGLE & SIDING CO. LTD.

PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster

THE "STERLING"

No kitchen is perfectly equipped without one



No. 200—11½ x 18½ x 8 inches

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto

0.00080: A RECORD BREAKER

The above figures have nothing to do with baseball or horse racing, or any other line of sport, but represent a record made by MAGNOLIA METAL in a test by UNCLE SAM.

These figures are furthermore vouched for and *made authentic* by being recorded in the Annual Report of the Secretary of the Navy for year 1888—pages 397 to 410 inclusive.

Three expert Naval Engineers spent weeks testing MAGNOLIA, and the results were so favorable that they recommended its use by the Steam Engineering Department of the Navy.

The above figures represent the wonderfully low frictional co-efficient obtained in the Water test—they also tested with Sperm Oil. The records show:

Sperm Oil Test	—550 lbs. pressure per square inch	495.73 R.P.M.
	Co-efficient of friction	0.0011875
Water Test	—300 lbs. pressure per square inch	491.87 R.P.M.
	Co-efficient of friction	0.00080

It is doubtful if such low frictional co-efficients were ever before obtained in any test of babbitt metals.

Very likely, you are like most mortals, well posted on many kinds of records useful and useless, and we would like you to add these figures to your fund of information, because they represent records worth remembering. Please also bear in mind that a babbitt having such a low frictional co-efficient, wears longer, absorbs less power, requires less lubrication, cheaper oils can be used, less metal is needed, cost of frequent rebabbiting is saved, the coal pile lasts longer, and it gives the engineer rest and peace of mind. Why not cast off the shackles of high-priced or inferior metals and add to the efficiency of your plant by using MAGNOLIA METAL?



SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.
Office and Factory
225 St. Ambrose St., MONTREAL

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

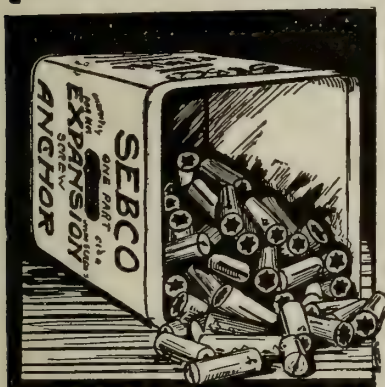
It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

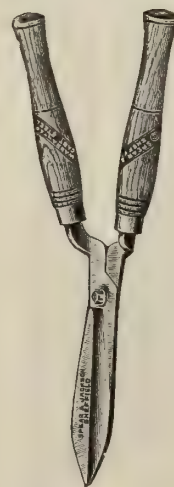
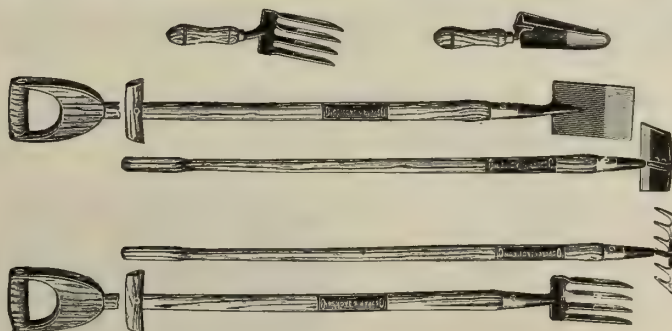
CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



Now For Garden Tools



These lines are particularly easy to sell. Every man who has a garden will want these the moment he sees them.

The same quality goes into these garden tools as into our famous saws—*The name is the guarantee.*



MERMAID

SPEAR & JACKSON, Limited

SHEFFIELD

F. H. SCOTT,

Canadian Agent

ENGLAND

MONTREAL



LEAP-FROG



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

**The William Buck
Stove Co., Limited**

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

The "KELSEY"

Warm Air GENERATOR

**Has Many Advantages That
Make It A Quick Seller**

Every householder is interested in fuel economy. Here is an improved furnace that will attract his attention. We guarantee it will, with a given amount of fuel, warm more air and distribute it more evenly throughout the house than would be possible with any other form of construction.

It has been put to many comparative tests, and has always won first honors.

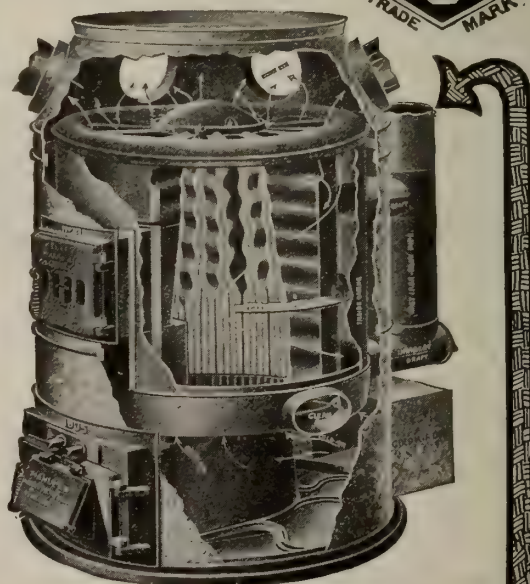
It has three times the weight and heating surfaces, and its construction is such that it absorbs all the heat units and imparts that heat to the air in the most scientific way.

A SPECIAL FEATURE

Note the Zig-Zag Tubes. They form the firepot and combustion chamber. They are in contact with, and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases all being utilized to the utmost.

Each tube has eight square feet of heating surface. There are from 8 to 16 of these tubes in each generator, according to its size and capacity.

Write for complete description—let us show you all its advantages. Do not delay.



The James Smart Mfg. Co., Ltd.
WINNIPEG, MAN. BROCKVILLE, ONT.

Everyone is buying TABLE CUTLERY



bearing

Trade Mark



TRY IT YOURSELF

SOLE MAKERS:

HENRY ROGERS, SONS & CO., LIMITED

SHEFFIELD, ENGLAND

Canadian Branch: 6 St. Sacrament St. MONTREAL

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

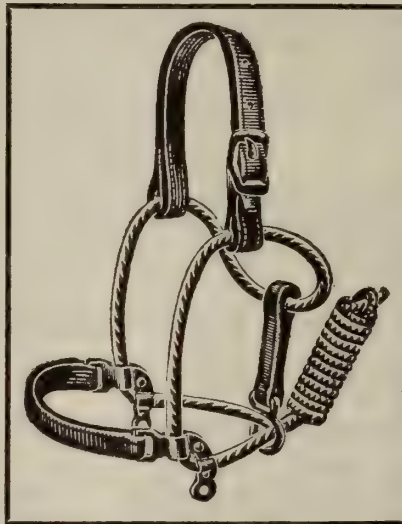
The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.

The big selling halter of the "Hercules" line

DEMAND for the "Giant" halter has grown so rapidly that the output has trebled in nine months. This healthy growth is due to the facts that the "Giant" meets all halter requirements and is sold for \$1.00.

The makers of "Hercules" halters have put into the "Giant" qualities not found in any other halter sold for this price. The "Giant" is patterned after, but is an improvement upon, the famous Rockwell halter for "pullers." The heaviest and hardest pulling horses cannot get away from a "Giant," for it is made to hold.

The "Giant"



Made of best harness leather, doubled, and stitched with heavy waxed thread. The rope used is nine-sixteenths inch pure Manilla, and the metal parts are tempered steel.

For tying up colts and young horses in the fall, the "Giant" is especially valuable. If a colt succeeds in snapping his first halter the owner will have a "puller," but if a "Giant" is used, the colt becomes halter broken from the first day.

The "Giant" is about to be advertised to the consumer direct as an aid to the dealer in moving his stock. The farmers will soon call on you and will ask for this halter, so be prepared.

The crown piece, usually the weak spot in the ordinary halter, is as strong in the "Giant" as any other point, for the shank goes into and forms a part of the halter, equally distributing the strain. There are no weak places to snap. It is leather where leather is needed and rope where rope is best.

Give the "Giant" a trial. Order a sample dozen to test its merits as a quick and satisfactory seller. You will find it a big business-bringer. Place your order now. The price is \$8.00 a dozen. For sale by leading jobbers or direct.

HERCULES
ALTERS
OLD
HORSES

Send also for illustrated price list of other 19 lines.

FREE OFFER: One full size "Giant" halter will be sent prepaid to each dealer in Canada on receipt of 25 cents to partly cover cost of express.

G. L. Griffith & Son

Stratford, Ontario
Formerly at Melbourne

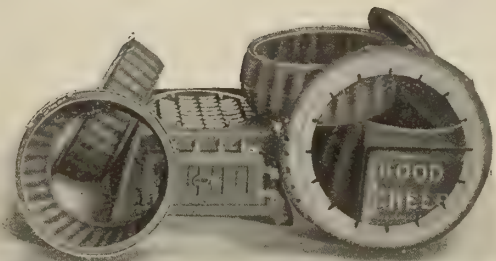
The "Good Cheer"

Hard Service Heater



Can't help being a powerful heater. Just look at the immense radiating surface, air blast ring, roller grates, high ashpit and its sectional construction — no bolts, simply pyramids in sections.

Two sizes: No. 517, 17 in. pot; No. 520, 20 in. pot.



The James Stewart Manufacturing Co.,

Limited

Woodstock, Ontario

Western Warehouse, 156 Lombard Street, Winnipeg, Man.

McClary's



"Perfection" self-basting roaster

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven.

*It gives meat and fowl THAT
delicious flavor*

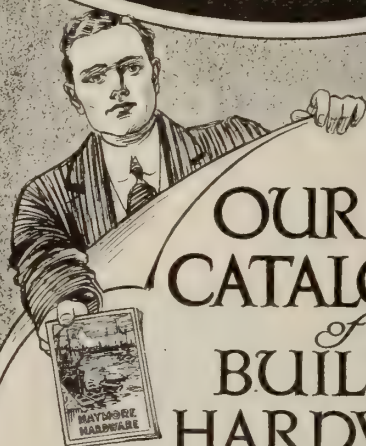
McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon

MAYMORE



OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM

HOHLFELD

MANUFACTURING COMPANY

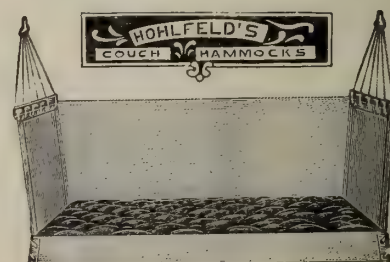


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

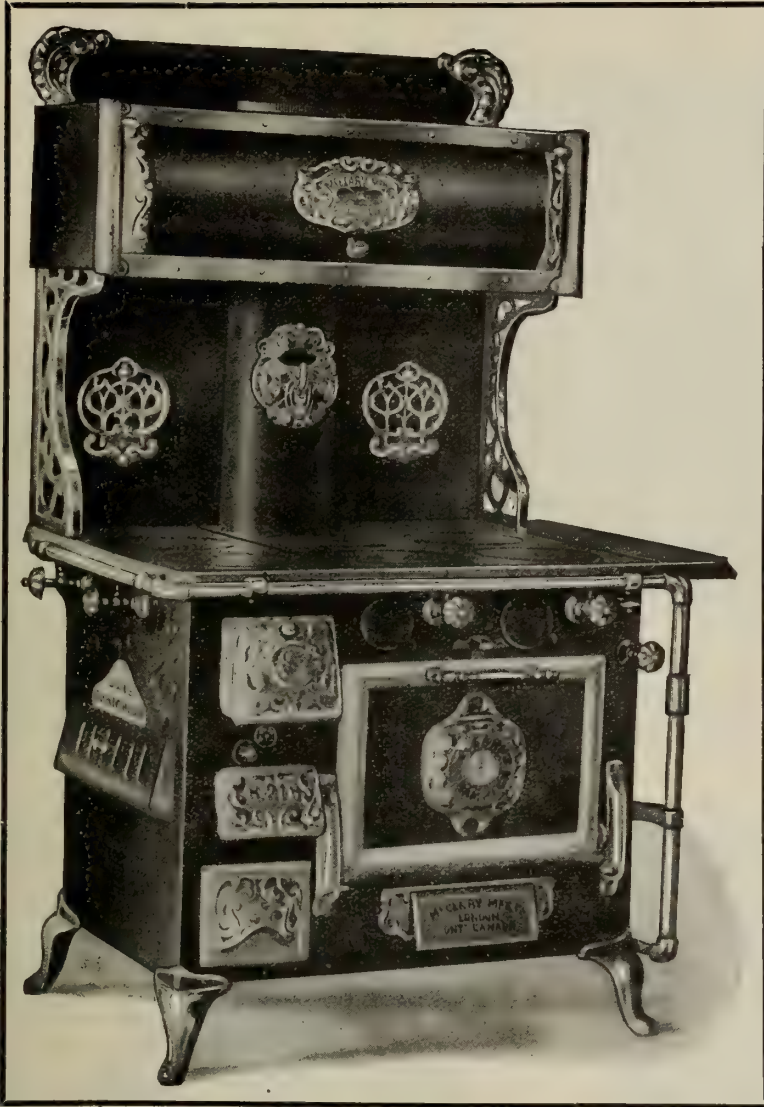
Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.



Sudden Weather Changes
with possible
Fuel Shortage

are sufficient to prove
the adaptability
of the

Champion
Interchangeable
Gas Range

Some Interchangeable Features

Four 5-inch star burners under covers, one broiling and one baking burner.

Strictly sanitary—the enamelled broiler pan and rack can be kept perfectly clean.

The gas attachment (for either natural or artificial gas) does not prevent the range being used as a coal or wood range.

Delay and worry are avoided.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

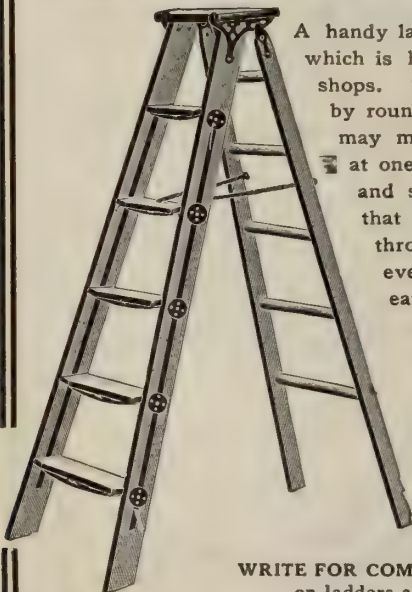
Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

"The Ladder For Severe Service"

THE MECHANIC Special Service Ladder



A handy ladder of great strength which is highly prized in many shops. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

This ladder will give a satisfaction that is essential to **INCREASE YOUR LADDER TRADE.**

WRITE FOR COMPLETE CATALOG
on ladders and price list.

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

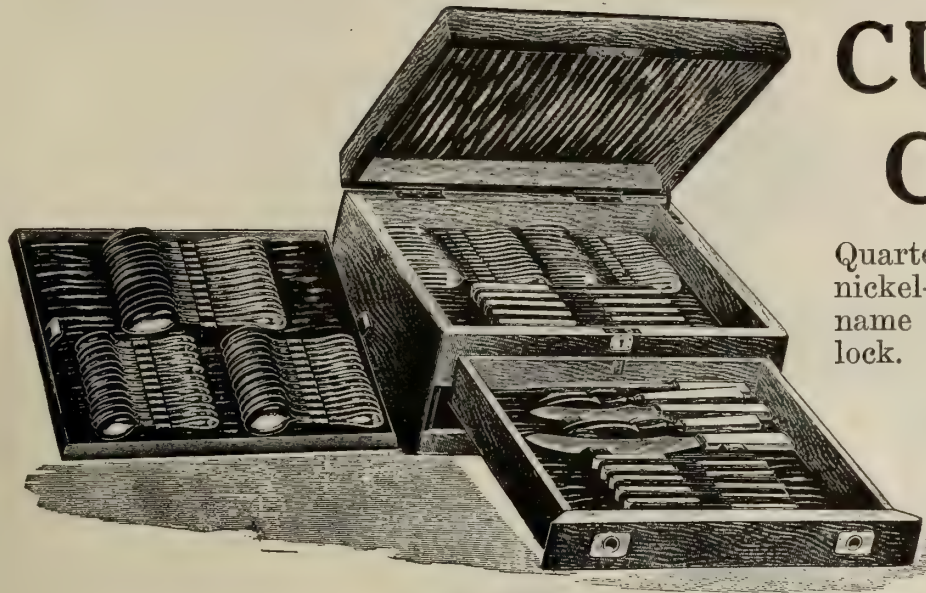
It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**



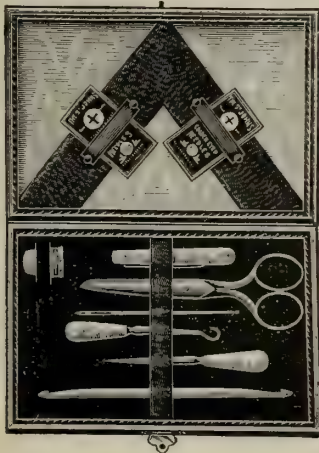
CUTLERY CHESTS

Quarter-cut golden oak case, nickel-plated lifting handles and name plate, satin lined, secure lock.

Contents 89 pieces, including—

- 12 Table Spoons.
- 12 Dessert Spoons.
- 12 Tea Spoons.
- 12 Table Forks.
- 1 Steel.
- 12 Dessert Forks.
- 12 Table Knives.
- 12 Dessert Knives.
- 1 pr. Game Carvers.
- 1 pr. Beef Carvers.

We have these cases filled with either "Community Silver" or "Wallace's" plated ware, at prices to dealers of \$50.00 each up to \$100.00. They can be resold at a profit worth while.



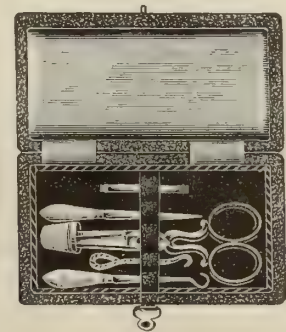
LADIES' COMPANION.

07198. Seven-piece set with 2 packages needles in leatherette case, plush and satin lined. Contains 1 pr. scissors, 1 pearl hdl. penknife, 1 thimble, 1 bodkin, 1 pearl hdl. button hook, 1 crocheting hook, 1 P.H. stiletto.



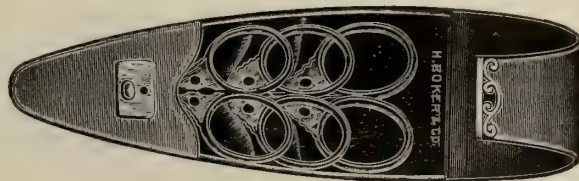
LADIES' COMPANION.

07216. Six-piece set complete, with art work and sewing needles, 4 skeins silk, assorted colors, in folding leather wallet, silk lined. A complete little set at a low price.



LADIES' COMPANION.

No. 2424. Six-piece set in plush case. Contents: 1 pr. scissors, 1 thimble, 1 glove buttonhook, 1 pearl handle shoe buttonhook, 1 pearl handle piercer, 1 needle case.

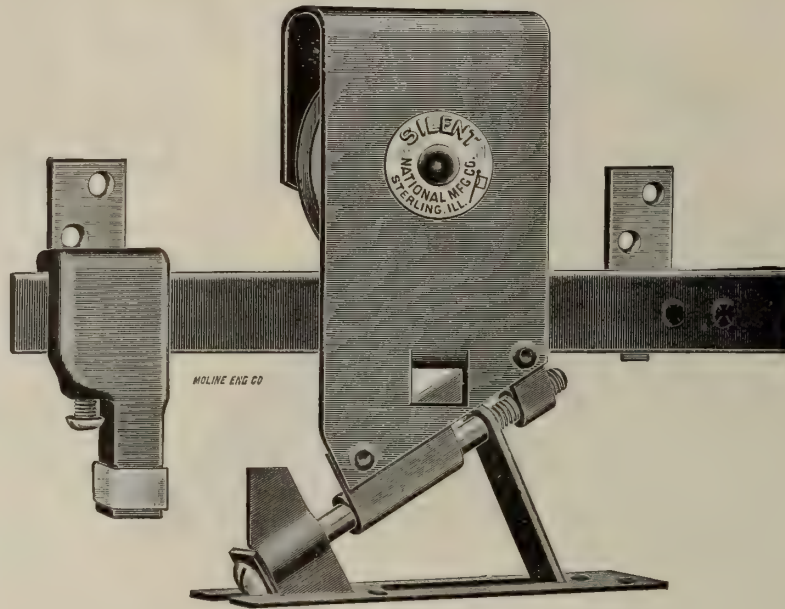


SCISSORS IN CASES.

No. 4159. Beautiful fancy carved scissors, in a neat leatherette case. This case contains 2 prs. ladies' scissors and 1 pr. lace scissors.
No. 4160. A little neater set at a higher price.

Our General Catalogue Shows Full Line of Case Goods

CAVERHILL, LEARMONT & COMPANY MONTREAL



“SILENT” PARLOR DOOR HANGERS ARE EASY TO HANG

The most popular feature of this hanger is the ease with which it can be attached to the door. The flexible hinge joint allows the hanger to adjust itself to the top of the door whether square or not. Saves planing top of door to square it up.

Other features are the long adjusting screw with spring-lock nut at the end to keep it from working loose; fibre tread roller-bearing, noiseless wheels; rubber tipped stop and jump-preventing construction.

*Send for our catalog, price list and agency terms.
They're interesting.*

NATIONAL MANUFACTURING CO.
STERLING, ILLINOIS



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



"DOMINION"

CHARCOAL TINPLATES

High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

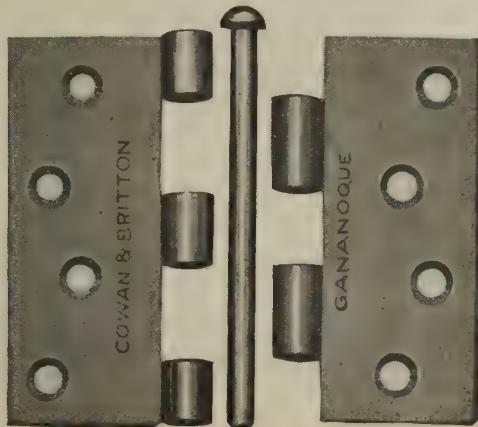
A. C. LESLIE & CO., Limited

MONTREAL

Sell Our High Quality Builders' Hardware And Give The Buyer Absolute SATISFACTION

Our line of Builders' Hardware includes Butt Hinges, Strap Hinges, Hasps, etc.

We employ the very best methods of manufacturing. This, together with the high quality material used and work of experts, ensure the buyer a rare value for his money. You cannot afford to overlook our goods—they are certain to bring you many re-orders.



Write for Catalogue and full particulars at once

COWAN & BRITTON
GANANOQUE, ONT.



The MARK of the MAKER
Guaranteed P. S. & W. Hand Tools

THIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co. Manufacturers of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware. Established 1819
Address 29 Murray St., New York, N. Y., U.S.A.

DOMINION PRIMERS

SURE

VERY SENSITIVE

QUICK



SURE

VERY SENSITIVE

QUICK

GOOD PRIMERS ARE ABSOLUTELY NECESSARY FOR GOOD RESULTS

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA



Sure Fire

Accuracy

Penetration

**The Worlds'
Record Holders**

Remington-UMC .22 cal. cartridges have broken two records in two years.

The world's 100-shot gallery record, 2484 ex 2500, held by Arthur Hubalek, was made with these hard hitting .22's.

These records alone are a guarantee of sales. Your customers want to break their records, too — they will demand the record breaking cartridges.

Remington-UMC .22's are made, too, with hollow point bullets. This increases their shocking and killing power.

Supplied in .22 short, .22 long or .22 long Rifle size in black, smokeless and Lesmok powders.
Remington-UMC—the perfect shooting combination

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway, New York City

Results of Stove Window Contest

So Many Good Displays Were Entered That a Special Price Was Created—The Windows Were All of High Merit—Descriptions of Prize Winning Displays Prepared by the Trimmers.

A SUCCESSFUL CONTEST.

The stove window contest conducted by Hardware and Metal, which came to a close on Saturday, October 26, was a big success. In view of the merits of the display entered, it was decided to give a special prize for the display judged second best. The winners were as follows:

1st Prize (\$10.00)—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary.

2nd Prize (\$3.00, Special)—E. A. Whitten, with the Whitten Co., Bracebridge.

Other displays submitted were of such merit that they will be produced later.

THE stove window contest inaugurated this fall by Hardware and Metal created considerable interest and there were a large number of entrants. In fact, the response was much larger than in any previous stove window contest, evidencing an awakening interest in the question of stove display.

The displays entered were, in every case, of high merit. The judges had considerable difficulty as a result in making their award. The original intention had been to give one prize only of \$10 and

to allow \$1.50 to all entrants who were unsuccessful, but whose displays were deemed worthy of reproduction. It was decided, however, to give an additional prize of \$3 for the display judged to be second best.

First prize was awarded to C. H. Smith, who dresses the windows in the store of the J. H. Ashdown Hardware Co., Calgary. Mr. Smith had prepared his display along somewhat original lines and had shown marked care in the matter of detail. It was a striking display

on every account. The fact that the introduction of so many kitchen lines, removed it from the class of strictly stove displays was considered by the judges. It was decided, however, that the providing of a proper setting for the stove, was in most senses a strong point.

A Well Designed Display.

Second prize was awarded to E. A. Whitten, with the Whitten Company, of Bracebridge. The judges thought very highly of Mr. Whitten's display, so highly in fact that it was given consideration for the first prize. Mr. Whitten had planned an exclusive stove display and had introduced many good ideas. He was seriously handicapped, however, by the fact that the photograph submitted was not clear enough to allow the judges to appraise the display closely. Details did not show clearly and it was, impossible, therefore, to ascertain the full value of the display.

Many other windows submitted were favorably commented on. Special mention should be made of Arthur R. Batson, of the Brooks Hardware Co., Brooks, Alta., and L. P. Lamb with E. M. Lapierre, of Buckingham, Que. It



Ashdown's Model
"Round Oak" Kitchen

Window awarded first prize in the stove display contest.

HARDWARE AND METAL

has been decided to allow the sum of \$1.50 to all entrants, who did not receive prizes.

The two winning displays can best be described by the successful contestants themselves.

A Model Kitchen.

Written for Hardware and Metal by C. H. Smith.

This window was designed and carried out to represent a model kitchen. As will be seen from the photo, almost every article necessary in a kitchen was shown. The walls were papered with tile effect wall paper, such as is used largely in kitchen. This tile effect does not show clearly in the photo on account of its being such a light shade. Pots and pans were hung around the walls, at the end were hung a mirror and a towel roller with a towel on it.

The floor was covered with oil cloth of a high color. The stove was placed in one corner and the price was prominently shown on a price card.

The kitchen cabinet was placed at the back with all variety of kitchen utensils ready for use. An ironing board was also shown, covered with white cotton and an electric iron also ready for use. An electric lamp was hanging in the

centre. A chair in one corner, a coal hod full of coal, helped to make the window more realistic.

The window attracted much attention and was a source of business returns all the time it was on display.

An Exclusive Stove Window.

Written for Hardware and Metal by E. A. Whitten.

It is hardly necessary for me to state again that I believe in showing one thing at a time. When I dress a window, I put in stoves and stove accessories only.

This window was laid out with a steel range as the central object, dressed with a nickel tea kettle and tea pot. The oven door was left open; showing two loaves of baked bread. Heaters of different styles were then arranged in a circle around the range, the rear ones being elevated so that all would show. Each was mounted on a suitable stove board.

A card with the words "Every one a leader," was pasted on the front glass and white ribbons ran from the card to each stove. Cards were also placed on each stove, some being as follows: On the coal oil heater—"Warms the cold corners, price \$6.50; on the sheet iron

heater, "Two dollars takes me;" on a tortoise, "Slow and steady, price \$8.50;" "double heater, heats two rooms with one fire, price \$18;" "Burns either coal or wood, price \$12;" on the range, "Has many strong points, fuel economy is one, price \$50." On the oven door by the bread was a card, "You bet it will bake."

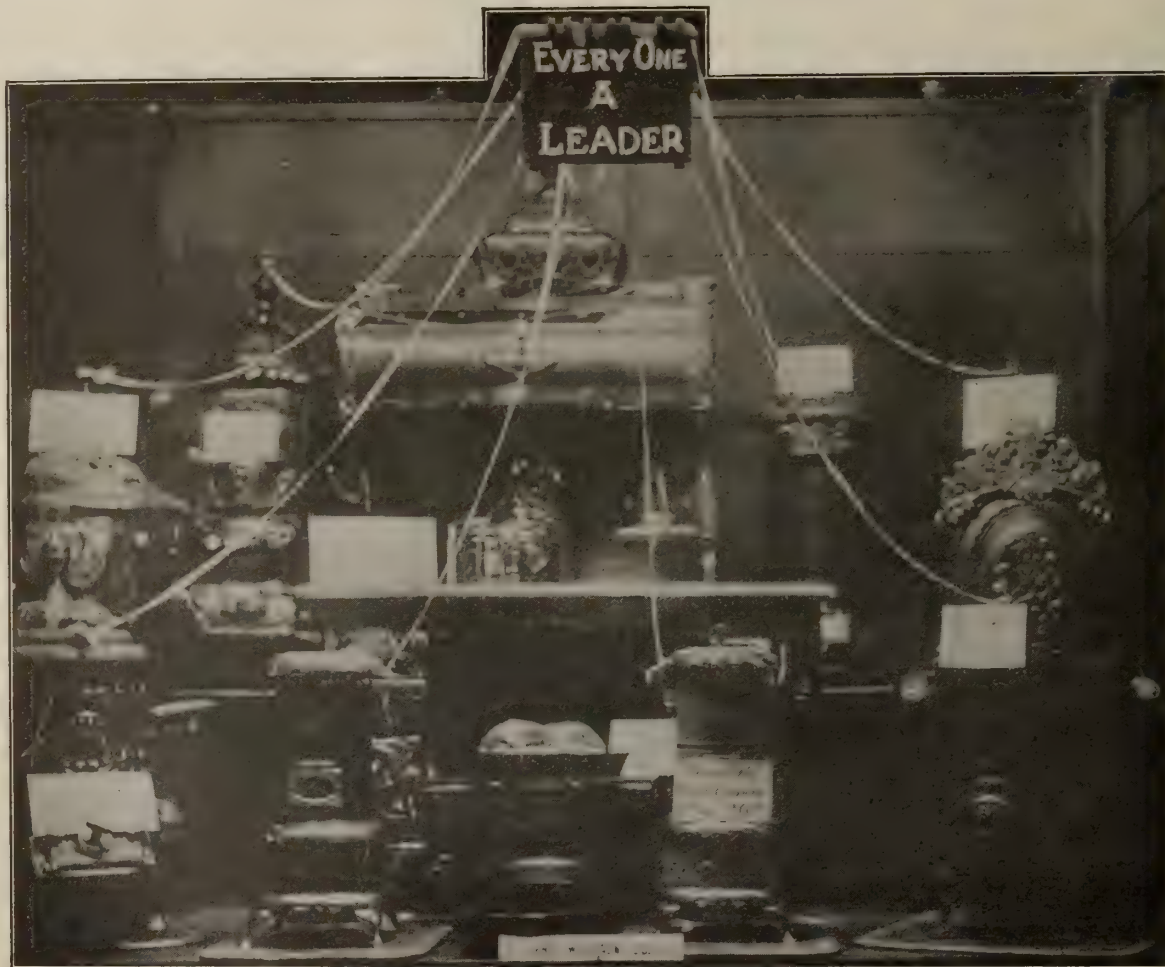
The window has not been dressed long enough to state any definite results but it is attracting the attention of the people, it shows all the different styles of heaters from a coal oil heater to a base burner, and people can see just what any particular style would cost them.



NEW GLASS WORKS.

The organizers of the glass factories at Redcliff, Alta., for the manufacture of bottle, window glass and other lines of glassware, have selected a site for the plants. The site includes eight blocks with track facilities. They expect to commence building this fall.

The works will cover a ground space of 100-500 feet, will be built of concrete, brick and steel, and will cost in the neighborhood of \$125,000, and the machinery will cost about \$80,000.



Window awarded a special second prize in the stove display contest.

Home Preparations---What They Mean

Every Year Before Christmas Homes are Overhauled and Decorated for the Holiday Festivities—This Creates a Demand for Many Lines Which Hardwaremen Carry—Getting After This Class of Trade.

Everyone likes a beautiful home. Whether rich or poor, learned or unlearned, neat and tidy or careless and slovenly, the desire for a bright, cheery, and attractive home is still there. It is one desire which is common to men and women alike, and which appeals to different people in various ways.

There is no season of the year at which this desire appeals more strongly to the housewife than just before Christmas. There is always more or less housecleaning done at this season. Members of the family who have been away from home all year return to the old fireside for the Christmas holiday. Friends whose visit has long been looked forward to find this season a convenient one for reuniting and talking over bygone days. Looking forward to this the housewife puts in a busy time fixing up everything for the home coming. It would never do for those who have been away all year to come home and find floors scratched and marred by a whole season's traffic, furniture unpolished and looking old and dingy, or to find gas fixtures all tarnished.

There is perhaps no other season in the year which offers the retail dealer such an opportunity for pushing sales of paints and all painting accessories. Varnishes, oils, furniture polish, floor wax, gold and aluminum paints, stains, stencils, and stencil materials, all are very freely used at this season, and give dealers vast opportunities for making profitable sales if properly handled.

Demand Has Begun.

Demand for these lines has already begun and no time should be lost by the dealer in determining how he is going to conduct his campaign. Soon the hundred and one other matters with which the hardwareman has to deal at the Christmas season will be filling his mind and there will be a tendency to overlook this chance if it is not attended to now.

Go Over the Stock.

The first thing for the dealer to do is to look over his stock, see what seasonable lines he has to display, fill in gaps wherever they occur, and arrange everything together in some part of the store where they will be readily seen by all customers. A brief talk on exactly what to use in order to brighten up certain pieces of furniture or fixtures would be helpful. For example, to polish up a

table, furniture polish, or varnish might be used, or if the table is badly scratched and marked, it could be made to look like new by means of a coat of stain, a couple of coats of shellac well rubbed in, and one or two coats of varnish carefully applied and rubbed down with hair or pumice.

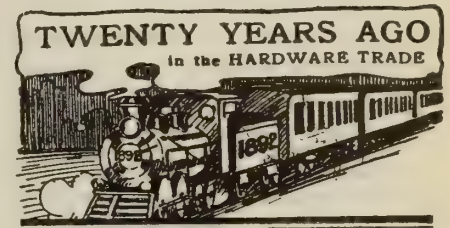
Show Finished Work.

To have right at hand in the store samples of work done which would show the article as it was before the application of certain varnishes, or polishes, and also its improved condition after such an application would give in concise form a very powerful argument. Besides being able to tell what paint, varnish, or finish, would produce the best results on a chair, table, cupboard, floor, radiator, or kitchen sink, a merchant should be able to state approximately what quantity of material would be necessary in each case.

Have Window Displays.

Then in your windows see that all seasonable lines are well displayed. A few letter cards with headings such as "Old furniture made new," "Brighten up your home," or "Seasonable Suggestions," might be used to great advantage. Also state briefly on the cards the comparative cost of fixing up furniture in the different ways suggested, whether people have any idea of polishing up furniture or not, seeing the very low cost of such an operation will often start them thinking and send them in to you for more information along the same subject.

If you are accustomed to advertise in local news papers many suggestions could be run which would be of interest to housewives. It would be more forcible to run only one idea at a time and to change the copy often. Always keep in mind, however, that there is around Christmas time a very great seasonable demand for paints and varnishes. Every housewife wishes her home to look as new and attractive as is possible. Many are not aware of the wonderful changes which can be brought about by a slight application of paint and brush. By means of window displays attractive store interiors, brief convincing talks, and newspaper advertising you can educate them to these possibilities, and at the same time vastly increase your own Christmas trade.



The following items are taken from the issue of Hardware and Metal of November 12, 1892:—

"J. A. Palmer, hardware merchant, Gladstone, Man., has sold out to R. Wellwood & Co.

"William Lindsay, hardware merchant, Woodstock, N.B., has sold out."

"J. J. Roy, dealer in tinware, Petit Rocher, N.B., has moved to Bathurst."

* * *

"The call for fancy house furnishing goods is beginning to develop against the Christmas trade. Cutlery is in moderately good request."

Editor's Note.—Quite apparently the hardwareman of two decades ago, did not do as much Christmas business as is done in the trade to-day, nor was the range of goods carried as wide.



NOT ABUSING BENEFITS.

Owen Sound, Nov. 4.—When seen this morning regarding the restoration of the cement duty, J. H. Kilbourn, vice-president of the Canada Cement Company, said:

"First of all, there was an order-in-council to refund the duty paid on cement up to a certain period. This was a mere refund of the duty. The suspension of the refunded duty at the end of October has been regarded as the inevitable thing ever since it was first inaugurated. It has, however, served to teach a useful lesson, and that is that the cement companies were not abusing the benefits derived from the protected market. The fact that it has had an almost unappreciable influence on prices of cement during the period in which it has been in force is proof of this.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto - 143-149 University Avenue. Phone Main 7324.
 Winnipeg - 34 Royal Bank Building. Phone Garry 2313.
 Vancouver, B.C. - H. Hodgson, 18 Hartney Chambers
 London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
 Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

KEEP UP THE FIGHT.

The protest lodged by the Canadian Manufacturers' Association and the boards of trade against the increased cartage charges which the railways proposed to put into effect, has been temporarily successful. The commission has adjourned the hearing of the case and, in the meantime, the old rates will remain in force.

The opportunity thus allowed of securing fresh facts to continue the fight should be embraced. The proposed advance is a serious matter for all interested in trade. The increase in the cost of carrying would have to be borne by the goods and the result would be a heavy handicap on the retail merchant. Express rates are now regarded as excessively high, so there would be nothing to turn to in order to escape the new railway rates.

The Manufacturers' Association will continue the fight actively and the retail merchant should make himself felt through the boards of trade.

WILSON AND THE TARIFF.

Does the election of Woodrow Wilson and the overwhelming triumph of the Democratic party presage tariff changes? This is the most important phase of the election result, considered from the standpoint of outside countries. The Democratic policy has been tariff for revenue alone. The president-elect has been an open advocate of tariff reduction. Now that the reins of power have been put in his hands, will he carry out his pledges and lower the tariff wall which has so effectually guarded the American market from foreign invasion?

It is reasonable to suppose that the new regime will see a lowering of duties but whether this will be sufficient to alter trade relations between Canada and the United States remains to be seen.

BE PREPARED FOR FIRE.

Heavy fire losses experienced in Montreal this week bring out the need of watching insurance. The concerns affected were manufacturing plants, which, fortunately, were well protected. The majority of hardware stores

are well insured too—amply insured for ordinary occasions—but at Christmas there is usually extra stock on the shelves, and often no policy is taken out to cover this. It is not that the dealer does not wish to spend the money, but he often does not give thought to the matter.

A fire, however, is something which will come when it will come. There is only one way to prevent its causing considerable loss, and that is to watch insurance all the time—to see that the stock is always well covered, as well as the building.

Last Christmas season several hardware merchants lost heavily by reason of fires. Their policies covered the ordinary stock, but not the larger stock secured for the holiday trade.

In this connection the hardwaremen might well apply the Boy Scout motto, "Be Prepared."

THE CASH BASIS.

A Western retailer who has decided to conduct his business on a cash basis gives some of his reasons as follows:

1. It will enable us to take advantage of cash discounts, buy cheaper and consequently sell cheaper.
2. We recognize that the time has arrived when small profits and quick returns will have to be the watchword of business.
3. We are not satisfied with the results of our business thus far.
4. To take the broader view, we are of the opinion that the more people that adopt the cash system the easier will it be for our town to retain its present position (among neighboring towns) and to vastly improve it in the near future, to the benefit of everyone resident in or near this town.

These reasons are all pertinent ones but they do not fully cover the ground. The merchant operating under the cash system is saved from the endless worry and strain to which his competitor, who has allowed his book debts to accumulate, is constantly subjected. He can fix one price and steadily maintain it. He saves himself a great deal of work in the matter of bookkeeping and collecting.

The time is now drawing close at hand when the books will be closed for the year. If any dealer is contemplating making the change, this will be the time to undertake it.

STILL UPWARD.

It has frequently been predicted in Hardware and Metal that the upward trend in prices on hardware lines, which has developed so rapidly of late, would continue and spread until it embraced a great number of lines. Recent events are amply bearing this out. Changes were announced last week in a great many lines. This week also there has been a brisk tone to the markets and quite a few advances have been recorded. More significant still are the predictions heard on all hands as to the probability of changes in the prices of lines which have not yet been included in the upward trend.

DEAD LETTERS A LIVE SUBJECT.

Business, to a great extent, is built up upon the postal service—and this not only the business of the mail order houses. Retailers are dependent upon the mail to carry many of their orders to the jobbers and to the manufacturers. Jobbers and manufacturers are dependent upon

the mail for their means of keeping in touch with branches and with travellers. Any thing, therefore, which interferes with the mail, even in the slightest degree, is a detriment to business and to the general prosperity of the country.

An incident occurred last week which brings this matter to mind. A retailer got a check, as payment of an account, by mail. But it came seven or eight days late. There was no stamp upon the letter, so it had been sent to the dead letter office, though the corner of the envelope bore ample testimony that the stamp had been affixed but had fallen off. The wonder is that the letter did finally reach the retailer instead of being returned to the sender. However, such was the case, the recipient of course being compelled to pay twice the proper postage.

That payment of double postage is undoubtedly a proper requirement. Thus payment is exacted for the extra trouble required. But is it necessary to send an unstamped letter back to the dead letter office? Would not the service be improved by taking that letter to the one for whom it was intended, and exacting immediately the double postage? If this should be refused then delivery of the letter could be refused.

It might, of course, be argued that under such regulations certain people would flood the mails with unstamped letters, trusting that these would be paid for at the other end. None wanting favorable recognition, however, would do this.

It seems this matter of insuring prompt delivery of mail, in spite of any oversight or accident, is one which might well be considered seriously. In the case cited the delay in delivery was not very serious, but it might have caused annoyance, and perhaps the loss of a customer.



POINTED EDITORIALS.

An alarm clock can generally be depended upon to speak for itself. However, a display such as the one in this issue will show it to such advantage that more sales will result.

* * *

There is not a cloud, even the size of a man's hand, on the commercial horizon. The strongest proof of this was the splendid optimism displayed at the Atlantic City convention.

* * *

Some farmers spend money on the latest improvements and luxuries of life but have never supplied themselves with some articles which can be classed as necessities, such as carriage heaters. There are plenty of opportunities for hardwaremen in these lines.

* * *

People are so busy reaching out after the luxuries nowadays that they frequently go without the necessities. It pays on that account to feature specialties. There is another side to it, however. The merchant should push his staple lines to the front and not permit people to forget them.

* * *

In the States an order has been issued forbidding the presence of common drinking cups in stations, or on trains or boats doing an interstate business. The same tendency to abolish the germ-bearing common cup is evident in Canada. In view of this it should pay to make a feature of collapsible individual cups. These would save many the annoyance of finding themselves without the means of securing a drink.

The Mail Order Menace

ALL over the world the retail dealer is facing an opposition which has seemed of late years to grow rapidly. The menace of the mail order house is the gravest danger confronting the retail dealer to-day. Although the danger is more often exaggerated than underestimated, the fact remains that it is there.

In Canada the catalogue house exists and has been making a determined bid for trade. Three methods are adopted in going after business in the smaller towns and rural sections. Catalogues are sent out regularly. On occasions, though rarely, an offer is made to pay the railway fare of customers who visit the department store. The third step is to prepay the express on goods purchased by mail, this inducement being limited, however, to purchases over a certain amount.

It would be shortsighted and fatuous to underestimate the danger or to regard the future lightly. The mail order house is here to stay and it is more likely to gain in aggressiveness than to weaken in its efforts. At the same time, the progressive retail merchant does not find that his business is suffering to any considerable extent and he does not, therefore, live in fear and trembling that the mail order goblins will "get him"—as he is sometimes supposed to do.

The logical way for people to do their buying is to go down to the store and make their selection there. They can see the stock; select what they want; have it delivered at once; return it if unsatisfactory; secure temporary accommodation, perhaps. When it is considered that buying by mail means paying on the nail, waiting for a fortnight for delivery, attending to express, and all with no resource if the article does not suit; when all this is considered, it is readily seen that people will always prefer to buy through the local merchant as long as the service he gives is satisfactory. When the local dealer makes service his watchword, he need not fear that the mail order houses are going to best him in his locality. He is making the running with a handicapped opponent.

However, the catalogue house is a real, live menace for the dealer who has not been working along progressive lines. If a store carries an old and antiquated stock, if the service rendered is not prompt and satisfactory, the natural outcome will be that customers will look elsewhere for the service which they fail to receive at the store. And that is where the mail order house comes in.

The fact that the catalogue houses sell a great amount of merchandise in Canada is proof positive that efficiency does not obtain in all branches of the retail trade. In some sections—the rural localities largely—the catalogue house has gained a hold. Whether that hold will be tightened or whether it will be relaxed depends almost entirely on the development of retail methods.

The condition of trade in Canada at the present time is extremely prosperous. The retailer finds business brisk in all lines. He should not, however, allow prosperity to lessen his vigilance or decrease his efforts to serve.

Great Opportunity for Hardwaremen

The Growing Use of Gasoline on the Farm Means a Heavy Demand for Dry Cells
—Some Interesting Statistics on the Use of Gasoline in the West — Hardware
Dealers Should Carry Dry Cells and Electrical Supplies.

For over twenty years dry cell batteries have been known to the commercial world but it is only within the past few years that they have begun to be used very extensively. The general introduction of the gasoline engine has brought, and is ever bringing an increased demand for these cells. They give the most satisfactory and at the same time most economical ignition on the market, and are not only free from bulk and easily carried but are also simple in their mechanism.

In Western Canada and the Western States the greatest demand for this line comes from agricultural districts. Many farms are worked almost entirely by gasoline power. The hard rough work of breaking the land and the returning of cultivated areas is done by large power ploughs for which gasoline forms the fuel. By gasoline, too, the grain is cut, and threshed, and hauled for miles over the prairie to the various shipping stations. Nor is that all. Gasoline power is employed for sawing wood, pumping water, mixing cement, driving automobiles, and a host of other labors which anyone could mention.

Developments in this line have only begun. A few years ago few people gave farming by gasoline the slightest consideration. Even yet many farmers in Eastern provinces are unwilling to believe

TOLD IN FIGURES.

"When the first agricultural motor contest was held in Winnipeg five years ago, there were not a hundred gas tractors employed on farms of the Canadian West It is estimated that there are to-day over four thousand gas tractors and about five thousand steam tractors employed by Canadian farmers." — Farmer's Magazine.

that on the largest farms in the West, fewest horses are employed. The idea of using power to drive ploughs is so altogether different to what they have been brought up to that it seems almost incredible. But gasoline power has been successfully introduced to the farm, and has given such great satisfaction that there is no doubt about its staying. Besides, as yet, gasoline power may be said to be scarcely more than introduced. Its possibilities are unlimited and to a great extent unknown. Its uses have been greatly multiplied in the last few years. Have we any reason to think that the limit to which it may be used has been reached?

Tracts of Land Broken.

Within the past few years enormous tracts of land have been broken in Western Canada and have been used to grow the number one hard wheat whose fame is known the world over. Statistics show that there are more than 138 million acres of land in the West, suitable to agricultural pursuit. Only 10 per cent. of this has yet been broken. The future for the gasoline engine with regard to use is great, and with regard to work to be done is tremendous.

Demand for Dry Cells.

In all gasoline engines ignition is brought about by an electrical current from dry cell batteries. The batteries form a very important factor in the working of the gasoline engine. And if the future for gasoline engines is great it naturally follows that the demand for dry cells will increase in the same proportion.

Uses of Dry Cell.

But the dry cell is put to many uses besides those mentioned. It is also used in connection with telephones, electric bells and buzzers, fire alarm systems, thermostats, medical apparatus, electric toys and many other instruments in which an electric current is used.

The future of gasoline engines and accessories seems almost great enough to necessitate a change in western hard-



This picture demonstrates the interest that is taken in the new methods of farming.

ware business. The hardware retailer is always one of the first to open his store in the West as soon as a community reaches a stage of trade possibilities. To him the farmer goes for all his mechanical requirements, for his gallons of gasoline and numerous dry cell batteries. Each year the demand and consumption of dry cells has become greater and it will continue on the increase just as long as the country continues to grow and develop. Accessories for large motor-run farms are continually in great and ever increasing demand. Retailers are now selling more gasoline in a week than they used to in a year, and it isn't very long since many dealers refused to stock dry cells altogether.

The sales of these cells which a hardware dealer makes vary greatly accord-

It is $3\frac{1}{2}$ inches in diameter and 8 inches high. The initial cost of this cell is somewhat greater than that of either of the other two but the difference in price is well made up by a very increased current capacity. Size No. 8 has established a record for itself as being a most consistent and dependable cell for heavier work.

Gasoline is coming to be used for every purpose in the West. The retail merchant will need to stock very largely

for he must cater not only to the needs of those who run large engines for high power purposes, but also of those who use smaller motors for household purposes.

In the east gasoline power is being introduced; in the West gasoline power has made great advances. In the face of this it can be truly stated that the future for hardware dealers with regard to dry cell batteries should be very encouraging.

Plant of Consumers Cordage Co. Burned

While the Works Were Practically Guttled, the Company Will Have Plenty of Stock at Other Points to Fill All Orders and Prevent Delay—Loss Will be Heavy.

.. ..

Montreal, Nov. 4.—Fire, breaking out last night in the Consumers' Cordage Company's plant, St. Patrick street, did thousands of dollars damage before the flames could be checked. The company's office and part of the stock room are intact, but the plant was gutted—indeed parts were razed to the ground. Thanks to the reserve supply here, in Toronto, Vancouver, and Halifax, and to the second factory in Halifax, the filling of orders will not be interfered with. The damage done is covered by insurance.

Had it not been for the failure of the water supply the loss would likely have been kept within more reasonable limits. As it was there was great fear that the paint works of R. C. Jamieson & Co., just across the street, would also be destroyed. This, fortunately was averted, the wind changing, but the Canadian Bag factory did catch, damage to the extent of \$75,000 being done that concern.

No Water Pressure.

The fire broke out shortly after eight o'clock, and though the firemen were quickly on the spot they could do little, two water mains having broken, greatly weakening the water pressure. Indeed, had it not been for the canal, from which the engine pumped water, the whole manufacturing section would have been destroyed. The flames made rapid progress through the long low building of the Cordage Company, known as "rope walk," and in spite of all that could be done this part of the plant was burned.

The exact loss cannot be ascertained yet, but this is thought to be well over \$100,000. It has been found since, that part of the plant is intact and operations are already going on.

Some Cause for Rejoicing.

Naturally the conflagration has created a serious situation, yet the management take a good deal of satisfaction from the fact that the second factory will enable the company to supply any special or irregular lines which may be wanted, while the reserve stocks at sev-

eral points will enable the filling of orders.

There has been some conjecture as to the effect this fire—by reason of the destruction it caused to cordage and raw material—will have upon prices. It hardly seems that it will make any difference; yet, as was stated in an article on rope a fortnight ago, there is a strong probability than another advance will be struck very shortly.

It does not seem probable that the elections in the States will cause any panic which will have a quieting effect on business. A panic of one or two days' duration may occur, but nothing more is likely.



FLAX STRAW.

The Lethbridge Board of Trade is investigating the utilization of flax straw and probably will send one ton of it to Ireland for an experimental process. Southern Alberta is growing thousands of acres of flax this year. The flaxseed will be very carefully saved, but thousands of tons of straw will be burned.

Hence the board of trade has been considering the proposition of getting a mill established for using this waste to manufacture twine or any cloth of a rough nature which might be made without too great an original outlay. So far their inquiries have not met with any great progress, but it is hoped the efforts will meet with success.

Flaxseed upon a greatly increased Canadian acreage of 1,667,800 acres (allowing for deduction of nonproductive areas) is expected this season to yield 23,145,000 bushels, or at the rate of 13.74 bushels per acre.

These figures compare with a total of 7,867,000 bushels from a productive area of only 682,622 acres last year, when so large a proportion of the area sown in the Northwest Provinces was not harvested in consequence of the late and stormy season.



Tractor pulling a deep tilling machine—Would this have been possible a few decades ago?

ing to his location according to whether he is in a small town with large farm trade or in a larger town where farm and town trade combine to increase his sales.

With Reference to Sizes.

All the leading brands on the market are made in three sizes. The size most generally sold and used by consumers is the smallest of the three—size No. 6, which is $2\frac{1}{2}$ inches in diameter, and 6 inches high. This size of cell is adapted to all uses. It is used very extensively where light work is to be done by the batteries, but is also put to very general use everywhere. Size No. 7 which is 3 in. in diameter, 7 in. high, is used where especially necessary for certain requirements. Size No. 8 is the one used where heavy and long time work are required.

Window Display Suggestions---Clocks

This is a Line Which Can be Used to Best Advantage for Window Trims—An Attractive Idea for a Background—This Display Brought Wonderful Results.

The hardwareman has in stock a great many articles which are good sellers but which seldom find their way into the store windows. The reason probably is that it has become customary to devote the window space to display certain staple lines and the idea of using specialties does not occur to the window trimmers.

Take alarm clocks for instance. How many times have you dressed your store window with a display of clocks? You have carried clocks for many years and sold them by the carload in that time, but have you ever endeavored to boost your sales by giving this line the benefit of the valuable publicity which window displays provide.

It is wise to vary the range of goods shown in the store windows for many

reasons. The displays have a wider appeal, and attract more attention on that score. In addition, it is possible to get better display effects. Variety of material is the spice of window trimming.

The accompanying illustration shows a display of alarm clocks which has exceptional merit. This trim demonstrates most convincingly the good results which can be obtained by featuring special lines.

The work involved in the arrangement of this window was not heavy, although great care was taken in all details. A background of lattice work covered with flowers and vines gave an artistic setting seldom achieved in hardware displays. This effect was increased by the placing of palms against the background and the use of cut glass vases containing

flowers in the front corners. The clocks were shown on plate glass shelves, placed on pedestals of varying heights. All sizes and kinds of alarm clocks were shown.

The window trimmer found that to provide a suitable arrangement of goods for the floor of the window, it would be necessary to use goods of a bulkier nature. Accordingly, he selected brass cuspidors, showing a good assortment. The bottom of the window was first covered with yellow sateen.

This display, which was trimmed by C. H. Smith, with the J. H. Ashdown Hardware Co., Calgary, proved a big business getter. "Our sales for the week the window was in," states Mr. Smith, "were wonderful for this class of goods."



A splendid display of alarm clocks—Note the background effect.

Complete Course of Sheet Metal Work

By L. W. KOSER

In Lesson 8 we take up "Triangulation," which is the name given to that part of pattern drafting in which the pattern is developed by means of triangles.

This method is only used for developing irregular or uneven surfaces where the parallel line method (such as is used for cornice mitres, etc.) cannot be used, or the radiating line method (such as is used for cones, etc.) cannot be used. The

surface is divided off into triangles. Hence the name, "Triangulation."

The method is based largely upon problem No. 57, Plate 3, Lesson 1, which is to construct a triangle from given measurements.

The student should know by now the meaning of the words plan and elevation. However, we will refresh his memory by stating that a plan means a drawing of an object on a plane or flat

surface. For instance, a plan is a bird's eye view of the object or it is the way it would look to you if you were directly above it looking down.

Take for instance a plan of the rafters of a roof would be the same as if you were up in a balloon looking down in a building just after the rafters were set in place and before the roof boards were on. You would be able to see

(Continued on page 46)

29

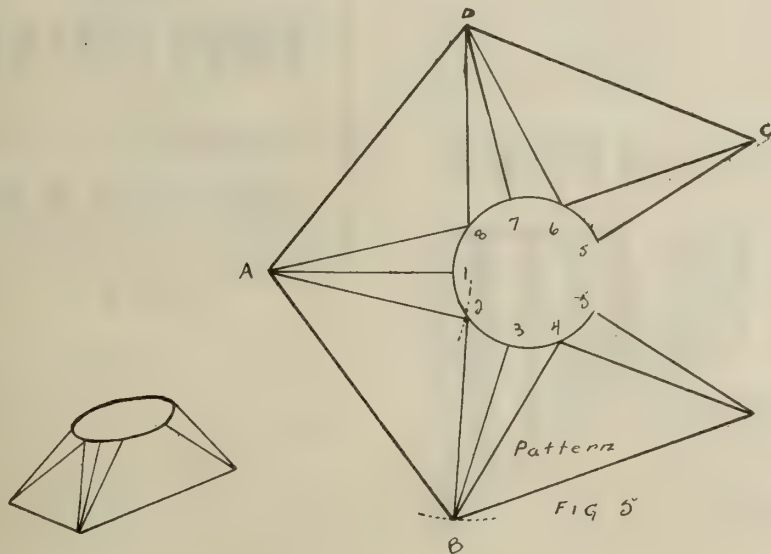
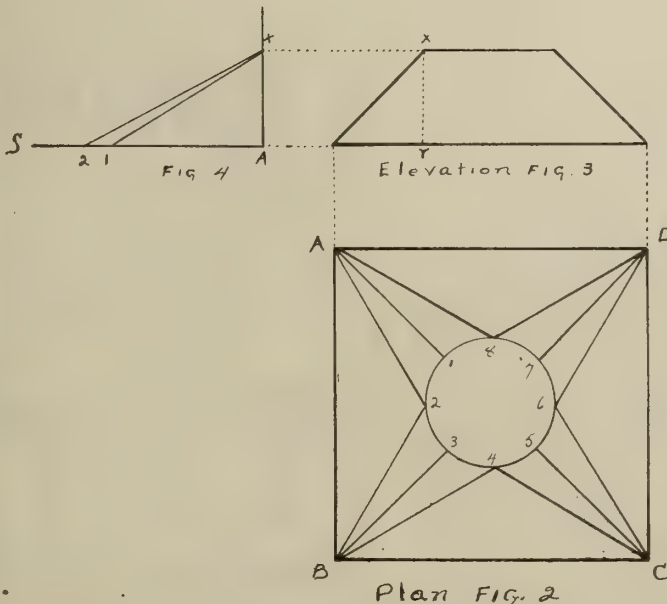


FIG 5-A, perspective view



PROBLEM 1 TRIANGULATION

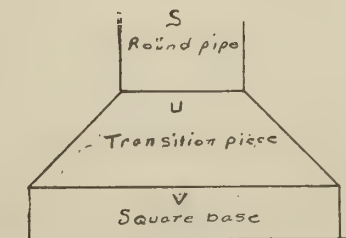
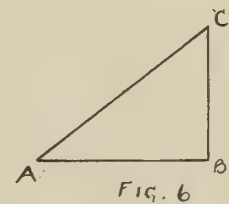


FIG. 1

Featuring Seasonable Early Winter Lines

Suggestions for Cards to Use With Displays of Rifles, Revolvers and Carriage Heaters—Workmanship on These Cards Does Not Present Any Particular Difficulty.

There is one feature in connection with card writing which should appeal strongly to the hardwareman. He has such a variety of goods to work upon that he can without any difficulty introduce originality into his cards. He does not work along any one set line. Ideas come to him more readily as a result. He can make his work fresher and less hackneyed.

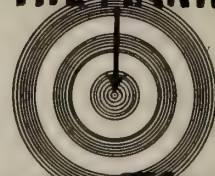
A point to be borne in mind in selecting articles to be featured from the wide variety which offer is that they must be strictly seasonable. There is another important consideration which might be mentioned here. Cards should not be

bulls-eye. There is nothing particularly difficult about this card and, with a little care, the suggestion can be followed to good effect.

No. 2 presents no more difficulty than No. 1. The drawing to represent smoke from a revolver charge is of the simplest order and can easily be carried out by the tyro. The lettering is in simple style. The space in the bottom right hand corner is left for the marking in of prices.

No. 3 will be a good seasonable card for use during the early winter. As soon as winter weather sets in, the need for carriage heaters is acutely felt. Few

YOU CAN HIT THE MARK



Every Time
With
THIS RIFLE

The Best For The Price
Only \$65.00

Suggestion No. 1.

"We are going out of the carriage line, and are disposing of the present stock of buggies and cutters at greatly reduced prices.

"If you require any of the above goods; or anything in the hardware line, kindly call, and we will endeavor to prove that you can get value for your money.

"We appreciate the business accorded us in the past, and trust to have a continuance of same.

"Yours very truly,
"A. E. McElroy."

Travel In Comfort A CARRIAGE HEATER

Will
KEEP YOU WARM
On The Coldest Day

No More Chills
Or Colds

Only ———

Suggestion No. 3.

shown too long. It is impossible, of course, to retain a card very long in the store window as new cards are required with each new trim. It is not uncommon, however, to find cards displayed inside the store month in and month out. They become old, dusty and unseasonable but are left on duty with a total disregard for appearances and probable results. These cards may have been good in the first place; but, as is the case with all good things, you can get too much of them.

The three suggestions shown herewith are of lines which are distinctly seasonable at the present time.

No. 1 is a card for a display of rifles, to be used either in the store or in a window trim. The lettering is done in bold, simple style which can be followed without any difficulty. The target should be pencilled in first. After the lettering has been done, then ink in the target by using compass with ruling pen attachment. The arrow should be done last of all so that it will point directly to the centre or

people, comparatively speaking, possess this luxury and it will pay hardwaremen to push the line as soon as winter rigors manifest themselves. The suggestion points out the value of the article and would doubtless attract the desired attention to a display of heaters.

SENDS OUT CIRCULAR.

Bulyea, Sask.—A. E. McElroy, who is taking over the business of McElroy & Kerr, has announced the change by sending out a circular to customers which reads as follows:

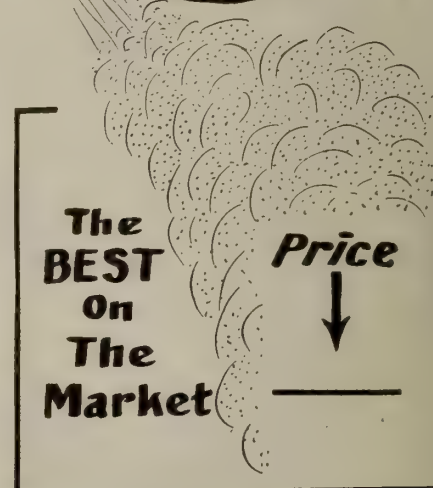
Bulyea, Sask., Oct. 21st, 1912.

"Dear Sir or Madam:

"McElroy & Kerr, hardware merchants, of Bulyea, having dissolved partnership, we wish to advise that all accounts owing the above named firm are now payable to A. E. McElroy, who will continue the business.

"Our value in ranges and heating stoves are exceptionally goods. Heaters ranging in price from \$1.90 to \$50, and ranges priced from \$45 to \$75.

REVOLVERS



The
BEST
On
The
Market

Price



Suggestion No. 2.

Finding the Profits on the Year

Correct Procedure to Follow in Arriving at Net Profit or Loss—Taking Off a Monthly Balance is Facilitated by Use of Stock Records—Some Advantages of Keeping Records of Stock on Hand.

Brooks, Alta.

Editor, Hardware and Metal.

Dear Sir:

Will you please tell me through the columns of Hardware and Metal, the correct procedure when taking stock in order to ascertain the correct net profits for the year. You might also tell us the correct way in a small retail business to go about taking a balance every month.

By so doing, I believe, you will be the means of steering many a small merchant out of some of the ruts which one so easily falls into.

Yours truly,

A. R. B.

The questions propounded are particularly apt ones at this time of year. Very shortly the retail merchant will turn his attention to stock-taking and the laborious work of making an inventory will begin.

In answering the first question, it is not an easy matter to state just what procedure should be taken without going into lengthy detail. Briefly, however, the best method is as follows:

Assets must be totalled up, the following items being considered under this head: Stock on hand (to be taken at invoice price plus freight or handling charges); cash in hand and in bank; book accounts receivable; investment such as real estate, buildings, store fixtures, etc. The liabilities will be made up of the following: Current outstanding accounts; mortgages on real estate; amount of investment when starting business.

The difference between assets and liabilities should represent the amount of profit or loss as the case may be.

To determine the net profits for a year it would be necessary first to know exactly how matters stood at the beginning of the year. Comparison would show the profit or loss on the year.

For instance, let it be supposed that at the first of the year a dealer has \$8,000 in stock on which there is an indebtedness of \$950. He has \$500 in the bank and book accounts receivable of

\$600. His business is worth, outside of the question of fixed investment in building fixtures, etc., the sum of \$8,150. During the year, he pays out \$11,000 for new stock and his cost of doing business for that time is \$3,600. At the end of the year he finds that he has stock on hand to the value of \$8,500, against which there is an indebtedness of \$900. He has \$2,600 in the bank and accounts receivable amounting to \$800. How much has he made during the year?

It is not difficult to determine what he is worth at the end of the year, exclusive of fixed investment. He has a stock worth \$8,500, from which must be subtracted \$900 still to be paid. By adding the \$2,600 in the bank and the \$800 accounts receivable, it is seen that he is worth exactly \$11,000. At the first of the year he was worth \$8,150. His net profit during the year has been \$2,950.

If it is desired to reach an absolutely accurate accounting, the question of depreciation of buildings and fixtures would have to be considered, a certain amount being written off the profits to cover this. Many dealers, however, reckon depreciation among overhead expenses, allowing a certain amount per year or, in some cases, a certain percentage.

A Monthly Balance.

With regard to the taking of a balance every month, the same procedure would be followed. It is very hard to take off a monthly balance showing the exact standing in a retail business unless stock records are kept. It is always found a paying plan for retailers to keep such records. Not only does it enable them to keep close tab on the standing and the amount of business being done but it makes it possible for them to find at all times just what stock is on hand. In this way, the dealer is able to replenish his stocks as soon as the records show that they are running low. They are very simple to handle. An entry to the debit is made when stock is received and each sale is credited. This can be done to good advantage by the card system.

In keeping stock records, it is necessary for all members of the staff to carefully enter all sales. Otherwise, the records will not contain correct information with reference to the stock and mistakes are almost certain to crop up in ordering. The entering of the sales on these stock slips is done in addition, of course, to the regular system of entering sales.

BECOMES CANADIAN MANAGER.

Upon the resignation of W. E. Radcliff, Samuel Y. Dingee has been placed in charge of the Henry Disston & Sons' Canadian branch.

Mr. Dingee started in with the Disston people when a boy of fifteen years, fresh from school. At first he was engaged in the office where he did minor clerical work. From there he was transferred into the mill goods department where for a number of years he inspected all circular and band saws. For the past ten years he has been connected with the machine knife department.

As a boy and young man Mr. Dingee had some experience in the manufacturing line, and from being in very close touch with the factory at all times he has gained a very general knowledge of the business. In addition to that, through making a tour of the country and going into the different saw mills he has had an opportunity of going into the practical use of the saws.

OPEN IN WINNIPEG.

Archibald Kenrick & Sons, large English hardware manufacturers, with factory at West Bromwich, have opened an office and warehouse at 141 Bannatyne Ave., Winnipeg, under the name of Archibald Kenrick & Sons (Canada), Ltd. This is one of the largest hardware firms to open in Western Canada in recent years and they are preparing to take advantage of the demand for their lines in the Canadian West. Alex. Jacobs is Canadian manager and J. E. Darby, secretary.

OBITUARY NOTES.

William H. Corbin, vice-president, general counsel and a director of the Joseph Dixon Crucible Co., Jersey City, N.J., died at his country home in Sullivan County, New York, after an illness of several weeks. He was an indefatigable worker, and to this fact was no doubt due his death while yet in the prime of life. He was a conspicuous figure in the business and legal life of Jersey City and New York.

Another hardware veteran passed away when Lloyd A. Kimball died at his home in Brooklyn, New York, following an illness of several months. For the past decade Mr. Kimball has had charge of the New York house of the Simonds Mfg. Co., Fitchburg, Mass.

Manufacturers Protest Against Increase

Deputation Appears Before Rai way Commission to Fight the Proposed Increase in Cartage Rates—Matter Is Adjourned and in the Meantime the Higher Rates Will Not Be Allowed.

Ottawa, Nov. 5.—The Railway Commission this afternoon, after a preliminary hearing of the protest of the Canadian Manufacturers' Association and various Boards of Trade, against the proposed increase in cartage rates, adjourned the hearing until December 17, in order to give all parties interested a further opportunity to be heard, and, pending the submission of further data by the railway companies. The Board directed that meanwhile the proposed new tariff should not become operative.

Want Partial Compensation.

The case for an increase in rates to compensate the railway companies for the extra charge made by the cartage companies was argued by Messrs. Beatty and Biggar on behalf of the C.P.R. and G.T.R. They maintained that since the cost of cartage had increased, and this extra charge was now borne by the railway companies, the latter deserved at least partial compensation by way of increasing charges to shippers. The increase amounted to from 40 to 60 cents per ton at Toronto and other cities. The cartage companies' increases varied from 5 to 10 cents per one hundred pounds. In the case of the Grand Trunk Railway the total extra charge in the railways would amount to about \$200,000 per year.

Chairman Drayton deduced some interesting facts about the cartage business. The proposal by the cartage companies, it was learned, was to increase the charges in Montreal, Toronto, Hamilton, Ottawa, London and other cities in eastern Canada 10 cents a ton—that is from 40 to 50 cents, and from 15 cents to 20 cents on small parcels, classified as "smalls." The railroad companies, it was said, wanted an increase of 20 cents a ton to be made in Montreal, Toronto and Hamilton, and 10 cents in other places. If 20 cents were charged, the railway companies would then be able to reduce their subsidies to the cartage companies to the limit of \$80,000.

Adjournment Granted.

James Walsh, traffic expert of the Canadian Manufacturers' Association, asked for an adjournment of the hearing, in order to give Boards of Trade and other interested bodies a chance to be heard. He also urged that the railway companies should be compelled to file more explicit information, showing just what the new tariff would mean to

shippers. The request for an adjournment was granted by the Board.

BOOMING PRINCE RUPERT.

The Prince Rupert Hardware & Supply Co., Prince Rupert, B.C., are sending their friends a comprehensive and illustrated monograph on the commercial and other advantages of their progressive city. It already possesses six enterprising hardware stores.

JOIN S.W.P. STAFF.

The Sherwin-Williams Co., of Canada, Ltd., announce the appointment of two new representatives in the Ontario division, R. J. Hunter and W. G. McIntyre, who will make their headquarters at No. 86 York street, Toronto, the Ontario offices of the Sherwin-Williams Co.

R. J. Hunter is well known to the hardware trade, as he has been traveling for the past twelve years in the saw business; the last few years he has represented E. C. Atkins & Co., saw manufacturers, Hamilton, and has been traveling in the Maritime Provinces. Previous to his connection with E. C. Atkins & Co., he represented R. H. Smith & Co., of St. Catharines.

W. G. McIntyre has been traveling in Western Ontario for about nine years.



W. G. McIntyre.

During the past four years he has represented a Berlin manufacturing house. He is well known on the territory which he

will cover for the Sherwin-Williams Co.

Both Mr. Hunter and Mr. McIntyre attended the annual salesmen's conven-



R. J. Hunter.

tion of the Sherwin-Williams Co. in Montreal during the week of the 20th.

TRADE OF THE COMMONWEALTH.

The imports and exports for July, 1912, published by the Commonwealth Statistician in September, show that the exports of Australian produce were valued at £4,983,448, compared with £4,142,640 for the corresponding month of last year.

COMPLETE COURSE IN SHEET METAL WORK.

(Concluded from page 43).

where each rafter was placed but you could not tell how long the rafters were or how steep the roof was, as it would look flat to you. This would be a "plan."

To see how steep the roof was it would be necessary for you to lower your balloon until you were directly opposite the roof and the same distance from the ground. This view would be the "elevation" and would give you the height of the roof or the centre. Then measuring from the highest point to the bottom of the rafter would of course give you the length of the rafter.

From this you see it is necessary to have a plan and elevation before you can get the length of the different rafters.

To explain let us suppose that A-B, Fig. 6, represents the length of the rafter of a roof as seen in a plan view.

B-C represents the elevation or height, then a line drawn from C to A gives the true length.

Current News of Hardware Trade

Making Table Hinges.

The Montreal Hardware Mfg. Co. have added several lines to those which they are already manufacturing, among these being wrought steel table hinges and wrought steel back flaps.

A Big Sale.

Vancouver, B.C.—The Honig stores are changing hands and a big sale of hardware lines is going forth. A stock valued at about \$100,000 is being cleared out at reduced prices.

Have New Contracts.

The Scott Hardware, of Scott, Sask., have several new contracts for wiring on hand. Among the new places to be connected with the town's lighting system are the Carey Block, Latimer's Machine shop, Farmers' Lumber Co.'s offices, and several private residences.

Gave a Dance.

Youngstown, Alta.—C. Auld gave a dance in his new hardware store on Tuesday evening last. He has been using a large tent as temporary quarters during the building of the store. The dance was held as soon as the building was ready for occupancy but before the stock was moved in.

Early Closing Agitation.

A despatch from Preston, Ont., reads: "A movement is on foot among the merchants of the town to have early closing among the stores in Preston as elsewhere. There is much to be said in favor of early closing and little to say against it when it is thoroughly observed. If all stores would close at the same hour no one has any advantage over his fellow merchant. The hardware merchants recently reached an agreement which is working out satisfactorily, and there is also one millinery and one dry goods store fallen in line.

To Refer to People.

Port Arthur, Ont.—A special meeting of the city council was held for the purpose of discussing the proposed wire and nail factory of the Raymond-Bruitnel Company to be located at Bare Point. The general opinion arrived at was that the people will have to ratify the agreement which the mayor read in full to the councillors present. It was thought that as the agreement was sent on to the council with the almost unanimous approval of the board of trade, the council might be wrong in not accepting it, but took the precautions for the present at least of preparing to submit it to the people.

Joins H. S. Howland's.

H. V. Armstrong, for the past thirteen years closely connected with the hardware trade, is about to join the firm of H. S. Howland, Sons & Co., Toronto, as buyer.

In 1900 Mr. Armstrong commenced work, taking a minor position in the office of Emerson & Fisher, St. John, N. B. There he remained until 1906 when he joined the firm of Lewis Bros., Montreal, where he got a wide training, serving first as cost clerk, then as invoice clerk. Later moving to the claims department, and finally being appointed buyer of builders' hardware and tools.

Mr. Armstrong will enter upon his work in Toronto at the commencement of 1913.

Business Changes.

Kingsville, Ont.—H. R. Scratch, hardware dealer, has sold out.

Elm Creek, Man.—C. C. Clough, hardware dealer, has sold to Dean & Co.

Montreal, Que.—J. N. Belanger, dealer in hardware, is selling out.

Forward, Sask.—A. Davidson has sold his business to W. H. Vernon.

Edson, Alta.—The stock of A. W. Miller, hardware dealer, has been taken over by Holstein & Joel.

Wheatly, Ont.—Dobbyn Bros., hardware dealers, are selling out.

Montreal, Que.—The firm of J. A. Jarret & Frere, hardware dealers, have dissolved, J. A. Jarret continuing the business.

Rosenfeld, Man.—August Johnson is succeeding E. J. Weber in the hardware business.

Fairlight, Sask.—Burton & Joslin have taken over the hardware business of T. A. Poole.

Carnduff, Sask.—E. J. Hunter has succeeded Shortreed & Co. in the hardware business.

Fordwich, Ont.—Fred Adams, hardware dealer, has sold out.

Irma, Alta.—Wilson Bros. have taken over the hardware business of A. A. Dickson.

New Retail Firms.

Fisk, Sask.—The Fisk Hardware Co. have commenced business.

Battleford, Sask.—White & Joliffe are now established in the hardware business.

Edmonton, Alta.—The Alex. Martin Sporting Goods Co., who carry on business in Calgary, have opened a store here at 542 First street. All lines of

sporting goods will be carried. F. R. Martin is taking over the management of the local branch.

Personal Notes.

Thos. F. Hodgson, of the Steel Co., of Canada, has returned to Toronto, after spending a month's holiday in Bala.

Mr. Potter of the Toronto office of the Consumers' Cordage Co., spent Sunday at his home in Peterboro.

Mr. Frame, of Jenkins & Hardy, Toronto, was in London this week.

Mr. Clucas, of the Canada Paint Co., was in London for a few days this week.

T. A. Kennedy, representing James H. Cummings & Co., of Chicago, was in Montreal, on business this week.



SANITARY MEASURES IN INDIA.

There has been published a blue-book relating to sanitary measures undertaken in India during 1910 and 1911. It chiefly comprises statistics relating to the health of the European army in India, the Indian army, and the general population, both at large and in the jails. This portion of the report is not of much service to the hardware trade, although it is interesting to find that in connection with sandfly fever attention is drawn to the fact that the crevices of old walls offer recesses in which the insects deposit their eggs and the larvae and pupae are bred and developed. Captain Marett, who is responsible for this part of the report, recommends the removal of all unnecessary walls and the use instead of wire netting for boundaries, while such walls as are indispensable should be carefully coated with cement. Captain Marett also recommends the spraying of barrack rooms and other surfaces with formalin solution, which suggests that there should be an increasing demand for sprayers in our Eastern dependency.—The Ironmonger.



Hardware Letter Box

Duplicating Machine.

Aiken Bros., Allenford, Ont.—"Can you give us names of firms handling a machine for making copies of letters, something like old method of shallow pans and isinglass?"

Grand & Toy, wholesale stationers, Toronto; Brown Bros., wholesale stationers, Toronto.—Editor.

Weekly Market Report --- Metals

METAL NOTES.

Demand is very heavy in all metal lines. The result of the election in the United States does not seem to have created even a flurry.

There is scarcity in some lines and advances may come as a result.

The only change this week has been in the price of lead, where a small reduction has occurred.

MONTREAL.

Montreal, Nov. 7.—“Talk of the election in the United States interfering with business,” said a Montreal metal man. “That is almost foolish now. Why business is booming. No election can stop prosperity. There may be a little flurry across the line, which will effect us here for a day or two, but nothing like a slump can come. Orders are rushing in too fast.”

Indeed it does seem that nothing can stem the prosperity now being experienced. Mills are unable to give delivery before three or four months, so heavy is the call on them. Local handlers have got supplies which enable them to meet the heavy call. There is, therefore, little fear of a famine, but the conditions are such as to insure a high market.

One Change Downward.

While this is true the one price change noted during the week has been in a downward direction. Lead has weakened considerably, and, since they can now get their supplies more reasonably, the local metal merchants have dropped their prices. On all lead products, however, such a downward movement has not come.

Trouble in the south of Europe is having some effect upon the market, though less than might have been expected. If the war terminates speedily—as now seems quite likely—there will likely be a strengthening even in such markets as have weakened.

Tin.—As usual the unexpected happened. Tin statistics were issued, and seemed favorable in every way. The demand was shown to be large—the reserve none too great. An advance was looked for. Instead came a decline on the primary market of £1 10s. Why the market took this dip is impossible to say from here. Undoubtedly there was some manipulating but what, is the question.

Yet, even after this drop, tin was quoted in England at £229 for spot, so that the market cannot be said to be by any means weak.

High Tin Expected.

The impression is that high tin will obtain for a good while.

Lead.—Here has come the drop which is of most moment to Canadians. What caused it? Why, old-timers in the metal business declare they cannot say. Probably it is the war, which has had a depressing effect. However, the sources of lead are so many, and the demand so large, that absolute control of the situation is hard to gain. There is a syndicate operating in the metal, but it has not the power that has the syndicate in tin.

Local Prices Down 50 Cents.

The drop in prices has been so considerable that Domestic Trail and imported pig have been lowered in price here. These are now quoted at \$5.75. Bar pig is quoted at \$6.00 instead of \$7.00.

No drop in the price of lead pipe or sheets has come as yet, these being made from metal secured at a much higher price. If lead does not go kiting again, however, a drop here may be looked for—but let the war once end, and higher lead may come at once.

Copper.—This is the quiet market. In Europe it is stagnant. In the States little better. Here there is a brisk demand, but nothing to change the price. Despite the quietness, both in Europe and in the States, prices remain high. They are, indeed, somewhat higher than last week. In Montreal, however, no change has been made.

Antimony is quiet, with no price changes. The same is true of spelter.

TORONTO.

Toronto, Nov. 7.—There are no price changes to be reported at all this week. Prices in all lines remain firm, and if any changes occur they will most likely be in an upward direction. At the present time there is a remarkable volume of business being done. Records of previous years are being broken on every hand. Last year was a big year for metals, but 1912 has surpassed all previous records. Business everywhere is at high water mark.

Supplies are very irregular, and with a lively demand, large stores are very rapidly cut into and diminished. “Sup-

plies are scarce and everybody’s yelling for the stuff,” was the way one dealer expressed conditions this week.

Tin.—The fact that recent orders for tin have been small—that dealers have been buying only as present demand warrants them and have been laying in no great store—has tended to keep prices on tin higher. Latest quotations still give 53 and in some cases 55 on small orders, which is the same as was quoted last week. Demand still keeps fairly good, but no large orders have been coming in.

Iron.—Demand in this line still keeps very lively. Everything points towards a very remarkable record for this year for all iron goods. A year ago business was said to have broken all previous records. Again the same thing may be said with regard to 1912. There is great irregularity in supplies but a general scarcity prevails. At present there is no chance in sight of getting much ahead with supplies. Present demand soon does away with the greatest possible accumulations. Prices are still reported as being firm.

Plates and Sheets.—Here again demand is very great and previous records are being dimmed by this year’s business. Prices are very stiff. Any changes taking place are likely to be in an upward direction. No further price changes have been made this week.

Lead.—Greater supplies in pig lead have come forward this week and the shortage has been greatly relieved. Prices locally remain firm with a heavy demand.

Antimony.—Local demand for this product shows no sign of falling off. Supplies are good, and a firmness in tone prevails in the market.

WINNIPEG.

Winnipeg, Nov. 4.—The condition of the metal market seems to be that as soon as a seasonable demand for any line comes into existence as a matter of course the price rises. The latest advance of this kind is on sleigh shoe steel which is quoted 10 cents per cwt. up.

Prices on all lines are very firm and there is every probability of further advances in all staple lines.

G. J. Crowdy, connected with Joseph Rodgers Co., has returned to Montreal after a two months’ trip to Europe.

Weekly Market Report --- Hardware

MORE ADVANCES.

The past week has seen many advances in price. From various points information comes of advances in the following lines: Cut nails, chisels, machine bolts, square head blank bolts.

There is every indication that advances will come in many other lines.

MONTREAL.

After the many changes struck last week the happenings of this week seem rather tame; yet it can not be said that there is no alteration in prices to be reported. Neither is the market quiet, for there are many indications, all pointing toward higher prices.

The prospect for the future is the subject of great interest. On the very week of the United States Presidential vote there came talk of an upward movement. It seems practically certain that higher figures will be struck in the States on many lines, despite any slight disturbances which may occur. The higher prices over there are sure to bring higher prices in a number of Canadian lines.

Nails Up 5 Cents.

Cut nails have advanced again during the week. Wire nails, it is predicted, will go higher. Also there is every likelihood that wire cloth will go up. That cutlery will rise further is also generally predicted. There are reasons for expecting all these advances. Taking these reasons, as they are given below, dealers might well consider their validity, then decide whether or not they had better buy.

Heavy Hardware.—Cut nails, as said above, have been put on a new level, now being quoted on a \$2.55 base. It is not at all certain that this five-cent upward movement will be the last.

Plates, sheets, and galvanized iron are also lines which are very likely to be put on a higher price list. From the mills come reports of inability to fill orders. It is claimed that shipments are four—even eight weeks behind. Already there is talk of a premium for immediate shipment. Under the circumstances, a good many handlers would be almost glad to pay this in order to get what they want. Ordering is heavy.

Some Likely Advances.

Wire Goods.—No further advances in poultry wire has been struck, the discount still being quoted at 60 per cent. Wire cloth remains at the \$1.50 per 100

ft. roll. But an advance here is looked for confidently. Dealers may practically take it for granted that such an advance will come. In the States wire cloth has been advanced 15c, and it is regarded as certain that a rise of probably 10 cents will be struck here before the new year—possibly within the month.

Other wire goods, too, may advance, but this does not seem so certain.

Wire nails are practically certain to go up 10 or 15 cents before any great time has elapsed.

Cutlery May Go Up.

Cutlery.—Here there is again talk of an advance. Word comes from England that a good number of the manufacturers are having hard times, by reason of the greatly increased cost of manufacture—owing to the advance in raw material and to the higher wages asked. Labor troubles, too, are becoming almost the rule instead of the exception. Horn workers, are at the present time out—and that, of course, has its effect on the manufacture of cutlery. For all these reasons it is regarded as quite likely that a higher price list will be struck, though it does not seem at all certain that this will come within the year.

Business during the week—indeed for a number of weeks now—has been exceedingly good. The question is more to get the goods, than to get rid of them. The call coming from the retailers for Christmas lines indicates that preparations for a heavy trade in this class of goods is looked for.

TORONTO.

Toronto, Nov. 7.—There is a tendency towards an advance in price in all lines of hardware. We have heard a great deal about the increased cost of living and there is not a doubt that the cost of living has increased. At the same time, advances have not been made in hardware in proportion to those in other lines. This has been a year of very great demand for all hardware. Supplies have been such as to warrant an advance and now with a great demand, a limited supply, and a general advance in the cost of every line on the market, hardware dealers feel that they are warranted in raising their prices, and attempting to get their share of the increased gain.

This week shows a slight advance in chisels; machine bolts and square head blank bolts are listed higher; fence staples are on the upward road; and though no change has been reported in ready roofing, it is stated that prices are sure to advance very soon.

Seasonable Goods.—Demand for seasonable goods still keeps well in advance of previous years. Articles used in mak-

ing the necessary preparations for winter such as snow shovels, sleighbells, horse blankets, weather strip, sifters, and scuttles are all moving out rapidly.

Lumbering Supplies.—Demand for lumbering supplies of all kinds is being felt. Lines such as cant hooks, peevies, axes, axe handles, wedges, mitts and jacks are moving out rapidly.

Heavy Hardware.—Fence staples this week are reported as having advanced 5c. Machine bolts and square head blank bolts in $\frac{3}{4}$ inch sizes have been listed higher. The tendency in all lines is in an upward direction. Demand keeps goods, and supplies very fair.

Roofing.—No change in the price of ready roofing has yet been announced. Reports claim, however, that an advance in price is sure to be made shortly.

Mechanics' Tools.—Some dealers this week state that chisels have advanced; others report no change whatever. The tendency, however, is in an upward direction.

Sporting Goods.—On account of very favorable weather this fall for hunting the demand for guns, rifles, ammunition, and all lines used in hunting has been very great. Sorting orders are still coming in for these but the rush is reported as being over. Skates, hockey sticks, packs, snowshoes, sleighs, and all winter sporting goods are now in great demand and are moving out rapidly.

WINNIPEG.

Winnipeg, Nov. 4.—The splendid weather that has generally prevailed over the Western Canadian wheat belt during the past few weeks has been eminently favorable to business. Threshing, delivery and transportation of the crop have been going along merrily and in many districts threshing is already completed. The end of the week should see its wind up.

There is a falling off in the demand for builders' supplies in the city but the country demand is exceptionally good, this being a time for active preparation for winter. Winter sporting goods are now on the move in considerable volume and should be features of display among all retailers.

Prices are little changed since last reviews. A change in the discount on screws means higher prices. Sleigh shoe steel is 10 cents per cwt. higher and locks No. 600 are higher.

Collections are slowly improving but hardly as satisfactory as they should be. It, however, takes a little time for money to shift through various channels to the wholesaler.

Stoves, Furnaces and Accessories

Selling Stoves at Christmas Time

The Need for New Ranges Is Keenly Felt When the Usual Preparations for the Holiday Festivities Start—The Range Is a Useful and Highly Appreciated Present—The Stock Should Not Be Placed in the Background.

Sell stoves at Christmas time? Some dealers may be inclined to scout the suggestion. People are too busy buying presents and "blowing" their money on luxuries to spare the time and the money for necessities, they may say. There is considerable truth in this but it is no reason why stoves should not be an active line around Christmas time after all.

In the first place, the Christmas festivities involve a great deal of cooking and baking. If ever the good housewife tries to excel herself in culinary achievements, it is at this season of the year. Not only is there the annual turkey to be roasted on the day itself but there is all the extra particular work to be done in advance—baking mince pies, Christmas cakes, doughnuts, etc. The supreme test of a housewife's skill comes at Christmas time.

Surely, then, this is the best time of year to broach the subject of a new range. The mistress of the house realizes more keenly than ever before the sins and shortcomings of the asthmatic range that she has been putting up with and is more likely to deplore the fact that she lacks the facilities to do the Christmas cooking right. It follows that she is more "amenable to reason," more likely to show an interest in the question of buying a new range.

Start It Now.

This is not mere theorizing on the score of trade possibilities. Many dealers have established the fact beyond all cavil that a brisk pre-Christmas trade can be done in stoves and ranges. By handling their campaign in suitable manner, they have been able to arouse considerable interest in the question and to secure sales.

To be successful, this Christmas campaign must be started almost at once. The thrifty housewife starts her preparations for the festivities well in advance. If she is to become interested in a new range, it must be soon.

Certainly the best policy to pursue would be to advertise liberally. Something to this effect would be found effective:

EVERYTHING DONE TO A TURN.

The housewife is anxious to have her Christmas cooking perfect. She naturally takes a pride in the excellence of the many good things that she bakes for Christmas consumption. But how can she get best results unless the range she uses is up-to-date and in first-class condition? A mechanic cannot work without good tools and the housewife cannot be expected to achieve cookery triumphs without a thoroughly reliable range. The very thing that she needs is being offered, etc., etc.

Advertising will be found the most effective method of arousing interest; but there are others. The store windows can help along the good work. A display showing a range with a collection of well-cooked viands and a few cards pointing out the strong features of this range, would be found effective.

Much can be done also by canvassing customers in the store. Women find many occasions to visit the hardware store nowadays. They need new pots or pans, a raisin pitter or a meat chopper perhaps. Every one of them more or less is a prospect for a new range. If the salesman talks about methods of Christmas cooking, suggesting certain little articles which will be found of assistance, he can soon lead the conversation around to the matter of regulation of ranges and from there to the advisability, no the necessity, of having a thoroughly up-to-date range.

As Christmas Presents.

The possibilities of activity in the stove department do not stop there, however. A range is by no means uncommon as a Christmas present. There has been a very distinct tendency shown of late years to give and to gladly accept useful presents. The husband gives his wife a new overcoat or a carpet sweeper or some article that she will be able to get useful service from. The wife in turn presents the head of the house with a muffler or set of tools or something equally practical.

Why not a stove? Every housewife who has been getting along under the trying handicap of an old range would appreciate more than anything else a Christmas present which would save her that extra work and worry for years to come. A new range is a gift which would be appreciated more deeply and for a longer period of years than anything else.

While the custom has never been exactly a general one, a great many stoves are sold around the Christmas season. If the average dealer made a more determined effort along that line, the number of sales would be materially increased.

Keep Stoves in Sight.

For these reasons, it is neither wise nor expedient to relegate the stove stock entirely to the background when the Christmas trade starts. There is, of course, a large variety of lines which require publicity for the holiday trade and which must, therefore, be given every prominence in the store. Arrangements should be made so that it would not be necessary to put stoves completely in the background.



JAMES A. FARRELL—OPTIMIST.

About a year ago, when the steel business was at its worst and steel men in general were pessimistic regarding the future, James A. Farrell told a friend that the next six or eight months would show a big improvement in the steel business and 1913 would prove to be nearly a record breaker. He was the only steel man in the Wall Street district who had those ideas.

Not long ago, the friend chanced to be speaking to Mr. Farrell and said:

"Well I remember about a year ago, you told me that steel conditions were slated to improve, and I didn't believe that you would prove to be such an able prophet. Now I apologize and give you credit, for looking farther ahead than any steel man I know."

Mr. Farrell looked at his friend and grinned but said nothing.—Wall Street Journal.



NOW IN NEW STORE.

Laird, Sask.—Isaac S. Penner is now occupying his hardware store here.

Weekly Market Reports---Stoves

RUSH CONTINUES.

The rush continues unabated. While manufacturers are making splendid efforts to meet the demand, they are not able to fill all orders on time. And this condition of affairs bids fair to hold good for some time to come.

A shortage is reported in plates and sheets. An advance would not cause a great deal of surprise.

There is a surprisingly good call for gas stoves.

MONTREAL.

Montreal, Nov. 7.—As the close of navigation approaches the rush for shipment by water becomes greater. Orders calling for boat freight are still being received, and the manufacturers are having a good deal of difficulty getting the stock out.

In some lines there is a great scarcity—and some lines which to date have been quite plentiful. Quebec heaters, for instance, are now in great demand. Some manufacturers are practically out of these stoves and are borrowing from their competitors who are more favorably situated.

Generally the business being done is heavy. There is hardly a line which is not in great demand.

Last week some price changes in plates and sheets were reported. There has been no change since, but it is believed by those in very close touch with the trade, that the month will see further advances in these lines. Certainly the mills are behind with their orders. It would appear that a higher level may well be struck.

Manufacturers' Busy Time.

Ranges and Heaters.—There has been no falling off in the demand for ranges. Rather the call is heavier, and the large retail demand, depleting the merchants' stocks, is causing them to forward supplementary orders. The majority of these call for immediate shipment, and as a result the manufacturer is having a busy time.

But heaters are perhaps moving even more readily than ranges. From the lower townships the call has been exceedingly heavy, and from the West too there has been a great demand. Stocks, which were large, have been reduced near the vanishing point. In some cases the reserve is all gone.

From now until navigation closes, about the 25th of the month, the demand

for these stoves is bound to be exceedingly heavy.

Gas Stoves Still Selling.

Gas Ranges.—In the city there is a surprisingly good call for these. A number of merchants are advertising this line, and the results they are getting show that the expenditure is wise. Many new houses are nearing completion now, and need their cooking plant. A number of old houses need new equipment. It seems that there is little reason for the discontinuance of gas stove salesmanship during the winter—in the large cities at least.

Oil Stoves.—In the past week the call for these has been exceedingly heavy. Still the demand is good, though the season for ordering is nearly past.

Seasonable Lines.—Stove pipe is still selling well, while the call for snow shovels and coal shovels is larger than usual. For tinware too the demand continues large.

Radiators.—Trouble in getting what is wanted is acute. The larger sizes are still available, but of the small styles—for which perhaps 80 per cent. of the demand exists—there is a supply which in no way is adequate. The factories are rushing the models which are especially required, and it is likely the need will be met in some way.

Delay in Building Has Helped.

The general delay in building is helping out in this shortage to some extent. Some buildings, in which the heating plant should now be installed, are not yet ready for the commencement of this work. Therefore the impossibility of getting radiators is not as serious as it would otherwise be.

Furnaces.—There has been little or no slackening of the demand for these, though a great number have been sold within the last month. The new houses and apartments alone are using up a large part of the reserve supply.

TORONTO.

Toronto, Nov. 7.—During the past three or four days there has been a slight easing off in demand. This is accounted for by the extremely mild weather, and is only temporary. Were colder weather to set in, demand would again stiffen. Orders from outside Toronto have mostly been attended to, especially for furnaces. Many urgent orders are still coming in, but chiefly from within the city limits. Business is everywhere reported as being very good.

Ranges.—Orders for ranges and cooking stoves have felt the slackness in demand most. This is only temporary, how-

ever. It is expected that with colder weather the demand will again stiffen.

Furnaces.—Many very urgent orders are still coming in for furnaces, but mostly from within the city. Supplies are still very scarce, and not great enough even yet to meet the demand. Orders from outside the city are still coming in but the most urgent ones have been attended to. Prices on furnaces are slightly better than last year.

Heaters.—Heaters are still very active. Every effort is being put forth to catch up with orders, but demand still keeps beyond the supply. Dealers, both wholesale and retail, are anxious that the mild weather continue and thus give them a chance to meet demands before cold weather sets in.

WINNIPEG.

Winnipeg, Nov. 4.—The harvest season in the stove trade is practically at its height and some manufacturers who keep in close touch with a wide territory report a most satisfactory volume of business. This is undoubtedly due in large measure to the prosperity the Western farmer is enjoying, a prosperity that insures prosperity for all other classes of the community. A heavy fall of snow at the beginning of last week gave a decided impetus to city trade and the evidence of drays and delivery wagons on the streets was convincing that retailers have been putting out a lot of heaters during the last few days and an equally large amount of furnace ware.

There is a good demand for electric cooking apparatus.

MAKING BIG EXTENSIONS.

The U.S. Steel Corporation's announcement of a new bar mill to be erected at Duquesne, Pa., to have a capacity of 120,000 tons per year and to cost \$650,000, is merely the first of a number of improvements and extensions which will start within the next six months. The corporation is enlarging its open-hearth plant at South Chicago by the installation of two 60-ton open-hearth furnaces.

ALASKA COPPER OUTPUT.

Washington. — According to the government returns just issued, copper production from Alaska in 1911 was 22,314,889 pounds, compared with 4,311,026 in 1910. The large increase for 1911, according to the geological survey is due to entrance of the copper river district into the producing list.

New Hardware Goods

AUXILIARY CARTRIDGE.

The Marble-Brayton Auxiliary Cartridge is now adapted to the Savage .22 h.p. Although of different construction than the Auxiliary for the 25-35, 30-30, 303, 30-40, .32 W.S. New Springfield and Winchester 30 Government Model, it can likewise be fed through the magazine as well as singly through the breechlock.

The bullet engages with the rifling exactly as would the much more costly standard rifle cartridge's projectile. The bullet will not strip, upset, be deformed, or lead the barrel. Miss-fires are impossible, because a secondary firing-pin in the Auxiliary responds instantly to the impact of the rifle's own firing-pin.

Marble's Auxiliary Cartridge makes high-powered rifles available for target practice around camp in inclement weather and for killing small game.

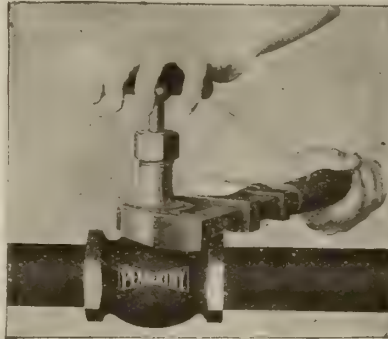
The Auxiliary is made by the Marble

all orders received between now and Christmas.

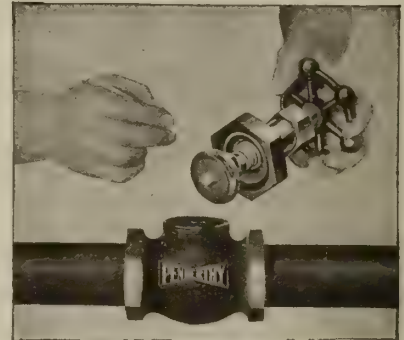
REGRINDING VALVES.

The Penberthy Injector Co. have put their latest regrinding valve on the mar-

valve. This is easily done, as the threads which hold the ring to the body are outside of the body, and are immune from corrosive action of scale or lime. When this is done, insert pin



Removing Union Ring



Applying Oil and Emery

ket. The method to be employed in regrinding these valves is illustrated

through the slot in the disc lock nut and hole in the stem, which firmly secures the disc to the stem. Then by applying a little oil and fine emery, or if this is not available, a little soap and fine sand, to



Box for Christmas Saws.

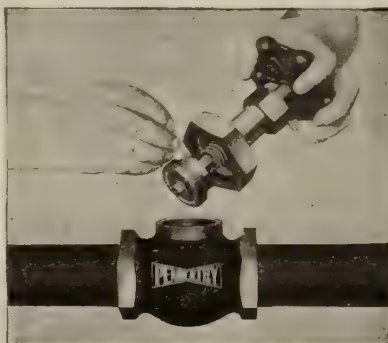
Arms & Mfg. Co., 5350 Delta Ave., Gladstone, Mich.

herewith. It is accomplished by first removing the union ring or nut which fastens the trimmings to the body of the

SAWS FOR CHRISTMAS.

This is not a jewel box nor is it intended to contain some jimerack that nobody really wants, but will be used this year by the Silver Steel Saw People in the numerous displays of saws which will be made during the coming holiday season.

For a number of years, E. C Atkins & Co., have made a feature of saws for Christmas and are this year putting out their Nos. 400 and 401 band saws, when specified, in a fancy box covered with holly. This service will be rendered on

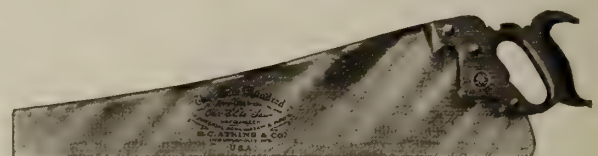


Inserting Pin



Regrinding

the disc, and returning the trimmings to the body, the valve is ready for regrinding. To regrind allow the bottom of the hub to work in the neck of the valve body, slightly elevated from the top so as to cause the disc and seat to come in contact with each other, and by rotating the trimmings back and forth the regrinding operation is accomplished.



Saws featured for Christmas trade.

Methods of Retailing Paints and Varnishes

Prepared Paint Gives Independence

Not Necessary to Pay High Wages Demanded by Experts—Mixed Paint Can be Applied by Any One of Good Intelligence—This a Point to Bring Out—Answer to the Painter's Objection That Mixed Paints Are Not as Good as Those He Makes.

Surely it is an ill wind which blows nobody good, for now it becomes evident that the high cost of labor is helping some people besides the laborers themselves. It is, indeed, giving the hardware merchant another chance to push paint—a chance which a number are seizing.

Painters to-day are charging a good deal for their services. They work, usually, on a time basis, which is of course fair, but which is a little hard on the householder whose job is only a small one, and who, therefore, has to pay a remarkably large proportion for time the painter wastes getting to and from a job. One experiment with this sort of thing is usually enough. The one for whom the painting has been done pays the bill—which is quite large—then says, "Never again." If the charge has been what he considers exorbitant he is likely to tell his friends about it, thus deterring them from having painting done.

Intelligence Only Needed.

Does this hurt the paint trade of the hardware man? It does not. Rather it helps him—or has helped such hardware-men as have taken advantage of the opportunity presented.

The high cost of labor—that is of paint labor—should not make the man who has a small amount of painting to do give up the idea of doing this. It merely should cause him to consider doing the work himself, instead of calling to his assistance a professional painter. He probably has seen jobs that other men have done for themselves. He likely feels he has as much ability as a painter as they have. Therefore, why should he not do his own little bit of work himself. Why, indeed. Has not he got general intelligence, which after all is alone needed to achieve very fair results.

But a great many need the question not only of painting, but of doing their own painting, brought clearly to their attention. Some have been in the habit of calling in a regular painter to do their work. True, many are getting out of

this habit—that is for the small jobs—but there are some who are still slaves to the old custom. They need to be aroused to the simplicity of painting under modern conditions. Then they will think of attempting the work themselves.

Makes Saving Clear.

A hardwareman can stir this desire to paint in a good many ways—perhaps none better than by advertising. One man has been using the newspapers, bringing out in these that the particular paint he carries is very easily applied. "A professional painter's services are not needed," he says. The saving that will be effected by discarding such services also being emphasized.

Windows, too, can be used to point the lesson. Perhaps the fact which it is especially desirable to bring out might be emphasized by means of posters. An example of the painting work which can be done might be shown, and a placard put by it saying, "Not the work of a high-priced painter. Any housewife can make her doors and floors look this way by using paint."

Other placards might apply more directly to the men, perhaps speaking of exterior painting. The fact of the independence which this particular mixed paint gives, is the thing to be emphasized. If people only realize, as they are coming to realize, what they, themselves can do by the use of a few pots of paint, the sales of this will go up tremendously—and so, naturally, will the profits of the merchants.

Attitude Toward Painter.

Then the dealer can do a great deal by talking paint—a little now, a little some other time. Each dealer, must of course determine for himself what attitude he will take toward the painter. There is no intention to arouse any quarrel with them; yet there are places where the painters do the hardwaremen a great deal of harm by speaking strongly against mixed paints as well as by doing jobs, which, otherwise would be done with the manufactured product

handled by the hardware man.

Now, more and more, professional painters are coming to appreciate the strides made in the manufacture of mixed paint; and are coming to appreciate the fact that these paints, made upon scientific formulae in scientifically run factories, are better than the product they can turn out by mixing in a little tin can. There are, however, a good many of these painters who still stick to the old method of mixing their own paint. In a majority of cases they are business enemies of the hardware man. It might not pay a dealer to make any fight against a painter who uses his line of mixed paint. On the other hand it will certainly be to his advantage to fight—in a business way—against that painter who sticks to the old method of mixing his own paints, and who tells all and sundry that the mixed paints of the manufacturers are no good.

Six Months Against Years.

The reasonableness of the painter's contention may perhaps be shown by one illustration. It is a true one, though names are not here given. A traveler was visiting his old home, and there saw a young man painting a house—or rather acting as helper to the man who was painting it. Six months later this man was in a western town. He saw the old paint helper at work, and naturally spoke to him. In the course of conversation this young man explained that he was no longer a helper. He now was operating his own paint shop. "What paint did he use?" Why he used his own. He had no use for those turned out by the manufacturers.

The painter had been connected with paint for six months. He mixed his own. The work of the men who had been studying pigments and oils for the better part of a century was not good enough for him. No he could make better paint, and he did not hesitate to say so.

Sheds a Truer Light.

One admires the self-satisfaction of such a one, but somehow there come

doubts as to the sanity of his judgment. The recital of that tale, and of others like it, for there are many such, will make the intelligent customer see the painting question in a truer light than before.

But perhaps it is the ease with which paint can be applied which needs especial emphasis. People do believe in mixed paint—the great majority of them. The thing is to make them see that they apply this paint. Many have had their verandahs painted with hand-mixed paint who would rather have used that made by the manufacturers. But

they had to have a painter do the work, and they allowed him to apply what he wanted. If they had realized that they themselves could have done the painting it would have been the paint sold in the hardware store which would have been bought.

Ease and cheapness of painting are things well worth keeping forward just now. The fall will see a great activity in this line, if the right steps are taken. Make the people see that the cost of the paint and the brush is the entire cost of the work—and that satisfaction is guaranteed. Then they will buy.

Why Paint Publicity is Necessary

The Public Must be Acquainted With the Facts and Brought to a Realization of the True Value of Paint—The Fall Fair Booth is an Excellent Measure—The Moral of It All.

During the past week, Hardware and Metal has secured a number of photographs of paint booths conducted by retail hardwaremen at fall fairs. The fair season being now over, it may seem a little late to deal with the question of fair exhibits. Nevertheless, these pictures will be reproduced from time to time; not because they will offer any suggestions of immediate practical interest for hardwaremen but because they “point a moral.”

It is, of course, a well-known fact that the paint stock must be featured prominently if the dealer expects to create the increase in business that should come. Paint is a quick selling line but it contains infinite possibilities for bigger sales. It is altogether likely, nay certain, that a dealer who carried a good paint stock and managed to give reasonably efficient service, would find that his business was increasing quickly year by year. The growing demand for paint would account for that.

But what would be the result if this dealer were to begin to actively push paint sales, to make efforts to secure what might possibly best be termed the “latent demand?” Paint has a value for the user that few understand or appreciate. It has a decorative value. All users appreciate this but have they ever stopped to figure out what the improved appearance of a house means in the matter of property value? A newly painted house will sell or rent much more quickly than one that lacks the “distinguishing grace” of fresh paint, and for a larger figure. That is only one of the advantages of paint. It has a distinct value from the standpoint of property preservation. The average homeowner pays for insurance against fire, but never gives a thought to a danger more insidious and more sure if less

fearsome—depreciation from exposure. A house that is left year after year to stand the brunt of the storm, cold and heat will soon decay. Give a fresh coating of paint at reasonably short intervals and the woodwork will defy the elements which otherwise attack it with such sure effect. How many people are there who fully appreciate that fact? Lastly, there is the sanitary value of paint; and this again is a point which does not receive full recognition.

Summing it up, it is clearly apparent that, despite the rapid growth in the consumption of paint, it is not being used nearly as much as it should be. If all people were to suddenly awaken to the fact that paint is an investment—a gilt-edged investment with as much surety of returns as a gold bond—then there would be such a rush and demand for paint that the manufacturers would be swamped, literally stampeded, with orders. It is not at all probable, that this should

come at once nor exactly desirable, but it is earnestly hoped that it will come in time. The awakening will be gradual.

In the meantime, the local dealer should do all that he can to press the facts home and what he can to hasten the happy day when paint will be universally appraised at its real value. Which brings us to the point from which we started.

Any method of displaying paint or of featuring, which is calculated to bring people in touch with the facts and to set them thinking, is well worth trying. The plan of having paint booths at fall fairs is an excellent way to help along the good work. It is sure to attract a great deal of attention; visitors at fall fairs invariably inspect everything and they would give a full share of their attention to paint booths. Thus the opportunity to impress the facts is incomparably good.

The booth shown in the accompanying illustration was arranged by Codere & Fils., of Sherbrooke, at the Sherbrooke fall fair. It was a very well arranged exhibit and attracted much attention. As a publicity measure, Codere & Fils found it to be eminently satisfactory.

FEATURE CLOTHES LINE PULLEYS

This is the season of the year to feature clothes lines and pulleys. The housewife is now finding that she cannot dry clothes outside any more and that she must, therefore, rig up lines inside again. It is ten chances to one that the old clothes line has rotted, or been lost, or been cut up for some reason or other and that she will need a new supply. Few housewives have a pulley to simplify the work of putting up lines. The dealer who stepped in at this juncture should be able to do a brisk trade in pulleys.



Paint Booth at Sherbrooke Fair by Codere & Fils.

Liven Up Winter Paint Sales

In our Maple Leaf line, we have no more acceptable business builder for the winter months than the smooth-flowing, easily-applied and wear-resisting FLOGLAZE. It wears like iron on floors. It is an ideal finish for interior trim in stain or enamel effects. Is your stock sorted properly for winter trade?

Our Decorative Aid Department helps dealers do winter business. It supplies color schemes for rooms, gives pointers regarding materials and methods of applying, sells stencil designs, and develops local interior decoration jobs by co-operating with the dealer and painter. Write for the Decorative Department booklet, and learn full details.

Flo glaze

This finish was originally made for floors. It is a perfect outdoor or interior finish, easy to sell and absolutely satisfactory to the local painter or consumer. Get a sample tin from us.

Made in 29 shades, including flat and gloss white and black, and gloss natural. Balance of colors are opaque or stain finishes—a complete interior line.

The M-L Line, of which FLOGLAZE is only a part, covers the entire paint trade. The business is handled entirely through the local retailer. Every method of developing business is used by us to help the dealer. This is a line you should investigate. Write us for complete color cards.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Intensive Paint Making

A bumper crop and a lean crop is the difference between Intensive Farming and Ordinary Farming. Some men manage to wheedle out a sort of living from the soil, while others increase the productivity of every acre of ground until it yields a profitable reward.

These successful farmers are specialists—they are continually experimenting and studying their subject from every angle, and by greater knowledge and the adoption of improved implements, do attain the highest rewards in agriculture.

Paint making and paint advertising, like farming may be Ordinary or Intense. The latter is created by men who understand—men who have won the right to success by steadfast effort in holding firmly to the one idea of "Best Results."

The supremacy of "High Standard" Paint—the resultfulness of Lowe Brothers' promotion system for dealers is the result of conservative progressiveness. Consistent care in welcoming new ideas—carefully investigating new methods and materials and adopting (only after thorough tests) those which mean "Best Results."

Learn more about "Best Results" in paint—investigate our Intensive Sales Plan.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers
LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
KANSAS CITY BOSTON

Weekly Market Report --- Paints

BUSINESS VERY BRISK.

The feature of the paint market this week has been the brisk demand all around. In some lines, manufacturers have found it hard to fill all orders.

Putty and glass are reported to be very scarce.

A drop has come in the price of linseed oil at Montreal.

A firmer tone is noted in respect to turpentine.

MONTREAL.

Montreal, Nov. 7.—Orders for all lines which are being received make it evident that the damp weather which has obtained for some time is not doing the trade any harm. The call is so heavy indeed that manufacturers are finding it next thing to impossible to fill all the orders—though they are keeping plants running well into the night.

A number of price changes have been struck, but none of great importance. Somehow the trade seems possessed of the idea that there is to be a drop in paint—due to the drop in linseed oil. The belief is incorrect. There need be no hesitancy in stating this. Linseed, it is true, is lower than for some little time, but the other products necessary to the making of paint are higher. These more than offset any decline in oil. No change, whatever, need be expected in paint before spring.

Some Price Changes.

In some chemicals, price changes—most in an upward direction—have been struck. Shellac varnish also has been put upon a slightly higher basis, while linseed oil has dropped three cents. These about cover the changes made during the week.

Turpentine.—Here the demand is very fair. Supplies, however, are good and there has been no need of changing prices.

Linseed Oil.—Here a lower level has been struck. Flax seed is coming through well. It appears of good oil yielding quality, too, so that the crushers are able to quote oil at a better figure. The present prices are fixed at .67 and .70 in place of the .70 and .73 asked last week.

Putty.—The heavy demand not only continues but has increased. From all sides orders are pouring in, the heavy building operations evidently making necessary a much larger supply than was at first thought would be necessary. Grinders are working their plants night

and day, and are still having difficulty filling orders.

No Changes in White Lead.

No price change has been made since that struck a fortnight or more ago by which putty is quoted f.o.b. Montreal at \$2.40, \$2.65 and \$2.90, according as it is in casks, drums or barrels.

White Lead.—It is true that pig lead has fallen considerably in price, but as has been pointed out before, this will hardly bring a decrease in the price of white lead. The advances in this did not keep pace with that in the pig. Moreover, orders for white lead are now being filled with white lead made from pig bought at the high prices. Again the present drop in pig is regarded as largely the result of a depression caused by the European trouble. It may not be of long duration.

There does not seem any sound reason for expecting a change in white lead before the new year at least.

Large Orders of Paint.

Paint.—Ordering has been very large. Shipments by boat are heavy, but much is also being sent through by train. Despite the rather unfavorable weather the demand has been heavy and dealers are finding their stocks in need of replenishing. As has been said difficulty is still being experienced in filling orders.

Glass.—Still there is no change in the situation here. The more serious trouble in the south of Europe seems to have quieted the labor agitations in Belgium. Perhaps, it has only excluded these from the newspapers. In any event no change has come yet. With the close of navigation, however, prices are likely to rise somewhat.

TORONTO.

Toronto, Nov. 7.—No change whatever, is to be reported this week in prices. Demand in all lines keeps good. In glass and putty especially the demand exceeds the supply. Turpentine and rosin have been somewhat quieter this week than usual owing to the Presidential elections in the States. Business is reported by all as being very good.

Linseed Oil.—No change in price of oil has taken place this week, and no one feels sure enough of the situation to predict what changes are likely to come. At the present time oil is going out fairly freely. Dealers are buying mostly from hand to mouth in view of the great uncertainty with regard to future prices.

English prices still remain up, and are higher than the single barrel price here.

Turpentine.—There has been great accumulation of supplies in turpentine in the south up to the present time. But now incoming supplies are dropping off rapidly, and there is no chance of more stores coming in until next March or April. Prospects then, are that turpentine will remain firm for three or four months. No great surprise would be felt if it were to advance within a month or two. At the present time the demand is great.

White Lead. — This week finds lead still stationary. Prices continue very firm with a good demand.

Glass is Scarce.

Glass.—Demand for glass still keeps very great. Supplies are scarce, and as yet no great stores are coming forward. Prices remain firm. Prospects for a big season's trade are very good.

Putty. — Orders for putty are still coming in very briskly. Demand far exceeds the supply and as yet no relief is in sight. "We have done nothing for the past week but look after putty orders," was the remark made by one dealer to the writer. Prices remain firm, with a tendency in an upward direction.

Paints and Varnishes.—There is nothing new to report in this line. Thanks to long continued mild weather, outside painting still keeps up. Demand for all lines is good.

WINNIPEG.

Winnipeg, Nov. 4.—Linseed oils remain at the decline reported last week. Other lines are also steady. Flax is, however, steadily falling in price and still cheaper oil is in sight. A heavy fall of snow in the city the beginning of last week put a stop to outside operations and the lateness of the season precludes their active resumption. Trade in paints and oils is consequently quieter than it has been for some time.

There is still an active trade in glass and glaziers' supplies and a very fair demand for varnishes, stains and kalso-mines.

MOVE TO NEW STORE.

Athabaska Landing.—Dueck's hardware stock is being moved to the new Gagnon building. The new quarters will be much larger than the old store of this firm and a much larger staff will be carried.

Dependon——Light Hard Oil Finish

Everlastic——Quick-drying Floor Varnish

Gold Medal——Inside and Outside Varnish

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating. Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10.50 11.00

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c. Metallic, tough, 50c.; White Brass, 48c. Metallic, 50c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Aluminum, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb. Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo Hoo, 28c.; "A," 23c.; "B," 20c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, ¼ to ½ inch, per 100 lbs. 2.60 2.70
Rods, base ½ to 1 inch, round, 0.23
Tubing, seamless base, per lb., 0.26
Tubing, iron pipe size, 1 inch base, 0.26
Copper tubing, 4 cents extra.
BRASS GOODS, VALVES, ETC.
Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 p.c.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 19.50
Cut lengths, round bars, ¼ to 2 in. 27.00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.00
Copper sheet, tinned, 14 x 60, 14 oz. 30.00
Copper sheet, planished, 14 x 60, base 37.00
Brazil, in sheets, 6 x 4 29.00
COPPER AND BRASS WIRE.
Brass, 45 & 2½ p.c.; copper, 45 p.c.
IRON AND STEEL.
In car lots. Montreal, Toronto
Canadian foundry, No. 1. 19.50
Canadian foundry, No. 2. 19.00
Middlesboro, No. 3 pig iron 21.00 24.50
Summerlee, No. 2 pig iron 24.00 25.00
Carron, special 23.50
Carron, soft 23.00
Cleveland, No. 1 22.00 25.50
Clarence, No. 3 22.50 25.50
Jarrow 25.50
Glenbrook 26.00
Radnor, charcoal iron 33.75 34.50
Ayresome, No. 3 25.00
Ferro Nickel pig iron (Soo) 25.00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27.50
Angles 2.50 2.50
Common bar, per 100 lbs. 2.10 2.05
Forged iron, per 100 lbs. 2.25 2.35
Refined iron, per 100 lbs. 2.35 2.40
Horseshoe iron, per 100 lb. 2.35 2.40
Mild steel 2.20 2.20
Sleigh shoe steel 2.10 2.25
Iron finish machinery steel (domestic) 2.15 2.25
Iron finish steel (foreign) 2.20 2.25
Reeled machinery steel 2.60 3.00
Tire steel 2.20
Sheet cast steel 0.15 0.15
Toe calk steel 3.05 3.15
Mining cast steel 0.07½ 0.08
High speed 0.65 0.65
Capital tool steel 0.50
Camell Laird 0.15
Black Diamond tool steel 0.08 0.08
Corona tool steel 0.06½ 0.06½
Silver tool steel 0.12½
Cold Rolled Shafting.
0-16 to 11-16 inch 0.06
¾ to 1 7-16 inch 0.06½
1 7-16 to 3 inch 0.065
Montreal, 5 and 5, Toronto, 30.

BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2.70	2.70
12 gauge	2.60	2.75
14 gauge	2.50	2.55
17 gauge	2.50	2.65
18 gauge	2.50	2.65
20 gauge	2.50	2.65
22 gauge	2.55	2.75
24 gauge	2.55	2.75
26 gauge	2.65	2.85
28 gauge	2.70	3.00

CANADA PLATES.

Ordinary, 52 sheets	2.90	3.00
All bright, 52 sheets	3.70	4.15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4.45	4.35
60	4.70	4.70
20x28x80	8.90	8.90
20x28x80	9.40	9.20

	Montreal.	Toronto
22 gauge, per square	6.75	
24 gauge, per square	5.50	
26 gauge, per square	4.25	
28 gauge, per square	4.00	
Less 10 p.c.		

GALVANIZED SHEETS.

	Montreal.	Toronto
B.W. Queen's Fleur-de-lis	Gordon Gorbals's	
22 gauge, per square	6.75	
24 gauge, per square	5.50	
26 gauge, per square	4.25	
28 gauge, per square	4.00	
Less 10 p.c.		

IRON PIPE.

	Montreal.	Toronto
24 gauge, American	3.75	3.65
26 gauge, American	3.95	3.70
28 gauge, (26 English)	4.30	4.15
10% oz., equal to 28		
English	4.50	4.45

IRON PIPE FITTINGS.

	Montreal.	Toronto
Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.		
Medium and extra heavy pipe up to 6 inch, 65 p.c. 7 and 8 in. pipe, 50 p.c.		
Light pipe, 60, fittings, 70 p.c.		

RANGE ROILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.		
---------------------------------------------------	--	--

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.		
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.		

HEATING APPARATUS.

Hot Water Radiators—45 and 15 p.c.		
Hot Water Radiators—42 and 15 p.c.		
Steam Radiators—44 and 15 p.c.		
Wall radiators—37 and 15 p.c.		
Specials—25 p.c.		

OLD MATERIAL.

	Montreal.	Toronto
Heavy copper and wire, lb.	0.11	0.11½
Light copper bottoms.	0.09	0.09½
Heavy red brass	0.10	0.10½
Heavy yellow brass	0.08	0.08½
Light brass	0.06	0.06½
Tea lead	0.02½	0.02½
Scrap zinc	0.05	0.04
No. 1 wrought iron.	2.00	10.00
Machinery cast scrap.		
No. 1	16.00	14.50
Stove plate	12.50	13.00
Malleable	9.00	9.00
Miscellaneous steel	5.00	6.00
Old rubbers	0.09	0.09½

LEAD.

	Montreal.	Toronto
Domestic (Trail), pig, 110 lbs.	5.75	
Imported pig, per 100 lbs.	5.75	
Bar pig, per 100 lbs.	8.00	
Sheets, 2½ lb. sq. ft., by roll.	8.00	
Sheets 3 to 5 lb. sq. ft., by roll.	7.50	
Cut sheets ¼ c. per lb. extra.		
Cut sheets to size, ¼ c. per lb. extra.		

LEAD PIPE.

Lead pipe, 7½ c. net.		
Lead waste pipe, 9c. net.		
Traps and bends 30 per cent.		

SOLDER.

	Montreal.	Toronto
Bar, half-and-half, guarant'd 30½ 30		
Wiping	0.28½	0.28

SHEET ZINC.

5-cwt. casks	8.25	8.00
Pert casks	8.50	8.50

SPELTER.

Foreign, per 100 lb.	7.50	7.25
----------------------	------	------

TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs. \$56.00 \$53.00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7.00
I X, 14x20 base	8.25
I X X, 14x20 base	9.50
Raven and Murex Grades—	
I C, 14x20 base	5.00
I X, 14x20 base	6.00
I X X, 14x20 base	7.00
I X X X, 14x20 base	8.00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7.00	7.00
I X, 14x20 base	8.25	8.25
I X X, 14x20 base	9.50	9.50
"Allaway's Best" Standard Quality.		
I C, 14x20 base	4.50	
I X, 14x20 base	5.50	
I X X, 14x20 base	6.50	

Bessemer Steel—

I C, 14x20 base	4.25	
20x28, double box	8.50	

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	7.50	
I X, Terne Tin	9.00	

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet box.		
XX, 14x60, 50 sheet box.	7.50	
XX, 14x65, 50 sheet box.		

Tinned Sheets.

72x30 up to 24 gauge, case	8.00	8.00
lots		
72x30 up to 26 gauge, case	8.50	
lots		

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4.10; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent; other lengths, 20c. per 100 lbs. extra; if eye or loop on end adds 25c. per 100 lbs. to the above.		
--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--	--

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.		
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--	--

Coiled Spring Wire.

High Carbon, No. 9, \$2.00 in cars.		
-------------------------------------	--	--

Fine Steel Wire.

Discount 25 per cent. List of extras.		
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$5; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c.; oiling 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ¼-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.		

Hay Wire in Coils.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.		
-------------------------------------------------------------	--	--

Galvanized Wire.

From stock f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.70; 6, 7, 8, \$2.65; 9, \$2.20; 10, \$2.70; 11, \$2.75; 12, \$2.35; 13, \$2.45; 14, \$3.05. In car lots straight or mixed.		
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--	--

Poultry Netting.

2-in. mesh, 19 w.g., 60 p.c. off.		
Other sizes 60, and 5 p.c. off.		
Poultry netting staples, 55 per cent.		

Smooth Steel Wire.

No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and 2¢ for tinning.		
-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--	--

Extra net per 100 lb.—Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles, 25c., in 1-lb. hanks 50c., in ¼-lb. hanks, 75c., in ¼-lb. hanks, \$1.

Wire Cloth.

Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.		
----------------------------------------------------------------------------------------------------	--	--

Wire Fencing.

Galvanized barb	2.45	
Galvanized, plain twist	2.75	

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.		
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.		

Wrought Staples.

Galvanized	2.85	
Plain	2.55	

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins	0.80	0.90
-------------------------	------	------

In barrels, 5-gal. tins 0.80 0.90

Per lb. 0.40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0.07

Litharge, ground 0.07

" flaked 0.07½

Green copperas (green vitrol) 0.01

Sugar of Lead 0.08

Colors in Oil.

Venetian red, 1-lb. tins pure 0.12

Chrome yellow, pure 0.18

Golden ochre, pure 0.13

French ocre, pure 0.12

Chrome green, pure 0.10

French permanent green, pure 0.15

Signwriters' black, pure 0.19

Marine black, 25 lb. irons 0.06½

Enamels.

M. L. Floorglaze (Imperial V. & C. Co.) 1.80

Cee Pee Co. enamel 4.50

Sterling Enamels 3.50

Anchor Floorlustre 1.80

Glue. Per lb.

French medal 0.10

German common sheet 0.10

German prima 0.15

White pigfoot 0.15

Brantford medal 0.10

" golden medal 0.11

" brown sheet 0.10

" solder sheet 0.13

" Gelatine 0.22

" white gelatine 0.20

" white glue 0.12

" 100 flake 0.10

Perfection amber ground, No. 1230 0.13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL 0.13

XL 0.11½

CL 0.12

C 0.11

Paris Green.

Drums, 50 and 100 lbs. 0.18½ 0.15½

Packets, 1-lb., 100 in case. 0.20½ 0.20½

¼-lb. " 0.22½ 0.22½

Tins, 1-lb., 100 in case 0.21½ 0.21½

Minerva Paints and Paint Specialties

are a worthy line of clean-cut, quick-moving goods, backed by generous support on the part of the manufacturer.

For 79 years the "MINERVA" Line—the Famous British Brand—has held pride of place with the discerning trade.

Ask any Minerva Agent what it means to his trade to feature "MINERVA" BRAND Paints.

Every can contains full Imperial measure—not wine or short measure.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Avenue
128 Princess Street

TORONTO
WINNIPEG

Established in England in 1834

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
CALGARY, EDMONTON AND LETHBRIDGE—The Western Supply and Equipment Co., Ltd., Distributors for Southern Alberta.

SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.

VANCOUVER—Wm. O'Neil Co., Ltd., Distributors for British Columbia.

DO YOU HANDLE PAINT OILS?

Every dealer can increase his profits in this line if he gives attention to the methods of handling. Years ago our forefathers went to market with ox teams. Now they go in automobiles. What would you think of a man who used oxen for transportation in this day? Well, it's about as consistent as it is to handle paints and oils with funnels, measures, barrels and tin cans and expect to get full profits.

Why not step out of this old eighteenth century method and adopt the clean, profit-paying

BOWSER PAINT OIL SYSTEM

Hundreds of your progressive, enterprising business associates and competitors are using them to increase trade and profit. They will do the same for you.

If we could stack up the dollars you have lost under the old method—if we could show this waste in dollars and cents, it would require no argument to sell you a Bowser System. You would be astounded at the enormity of your own loss. Why will business men continue to sustain this loss when a Bowser System will not only stop it, but will pay its own cost with the saving it effects?

We want to explain in detail how and why this system is so vital to your paint department. Ask for our FREE Book No. 15. It will give you some pointers and the request will not obligate you in any way. Write to-day. Say, "Send me Book No. 15."

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc. Established 1885.

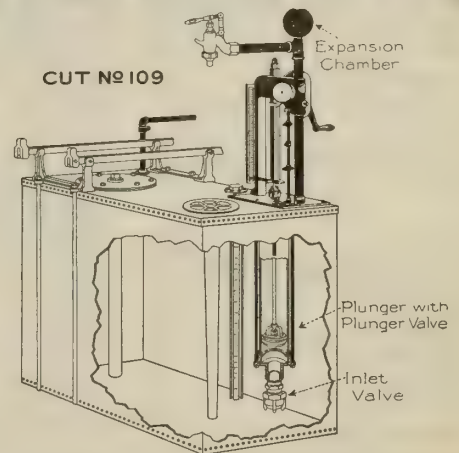


Illustration shows briefly interior construction. Note particularly how the fill, gauge and return tubes are below suction outlet, thus sealing them always in oil.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oldcloth	1 50
Lighting dryer	0 85
Elastolite varnish	2 25
Copalline varnish	2 25
Granitine floor finish	1 75
Jameson's floor enamel	2 50
Sherwin-Williams kopal varnish	2 25
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon L.H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pint, per gross	3 00
Pure white shellac varnish, in barrels	1 80
Pure orange shellac varnish, in barrels	1 65
No. 1 orange shellac varnish, in barrels	1 40
Window Glass.	
Size United Inches.	Star Double
Under 26	\$ 4 25 \$ 4 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 90	7 00 12 50
91 to 100	7 50 15 00
101 to 110	8 00 17 50
111 to 120	8 50 20 50
Toronto, 25 p.c.	
Montreal prices, no discount.	
Size United Inches.	Star
Under 26	\$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35
White Lead Ground in Oil	
Per 100 lbs.	
"Anchor," pure	8 25
Brandram's B.B. Genuine	8 25
C.P.C. decorators, pure	8 25
Crown and Anchor, pure	8 25
Elephant, Genuine	8 55
Essex, Genuine (Windsor)	8 00
Island City Decorators' pure	8 25
Lily Pure	8 25
Moore's Pure White Lead	8 50
Monarch (Windsor)	8 50
Munro's Select Flake White	8 50
Purity C.O. Co.'s, Ltd.	8 15
Ramsay's Pure Lead	8 25
Ramsay's Exterior	8 05
Sterling Pure	8 40
Tiger Pure	8 25
Western Schedule.	
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton, London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911	
White Zinc (Dry)	0 07 1/2
White Zinc in Oil	0 10
Pure, in 25-lb. irons	0 07
No. 1	0 07
No. 2	0 05 1/2
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00
HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axles and Hatchets.	
Single bit, per doz.	6 00 9 00
Double bit	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
"Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 4 00
Barrell hatchets	5 50 6 85
Ant.	
Buckworth, per lb.	0 10 1/4
Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east or Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras follow. subject to cash discount only: Chilled 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.	
Ford's auger bits	30 and 10

Irwin's auger	47 1/2
Gilmour's auger	50
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobias High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
DeLancey, dozen	2 75
Gem, dozen	7 50
Bells.	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Brass and Bird Cages.	
Bolts and Nuts.	
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Flough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	40 per lb. off
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32 & 60, per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	0 05
Nails, per lb.	0 05
Mop cotton, per lb.	0 15
Butts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 23 00 28 00	
"English	17 00 21 00
"American, low	25 00 25 00
"high	27 50 35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent. Clamps.	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	1 60
3 feet	3 60
Carpenters.	
Conductor Pipe	3 45
2 inch, in 10 foot lengths	4 20
3 "	5 53
4 "	7 60
6 "	9 26
Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 42 1/2 p.c.	
Copper pints, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutechon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavetroughs.	
8 inch, in 100 foot length	3 02
12 "	3 31
10 "	3 88
15 "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	
Faucets.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Diastons	70 and 10
Great Western American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27 1/2
Spear & Jackson (English list) 35	
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern	45 per cent.
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
1/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 5/8 in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
Heavy T and strap, 5-in., 100 lb.	
net	7 00

Heavy T and strap, 6-in., 100 lb.	6 75
net	
Heavy T and strap, 8-in., 100 lb.	6 00
net	
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2250, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, No. 12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (5,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—1/2 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size Length Price per 25-lb. box.	
Nos. 3 1 1/4-inch	\$4 10
4 1 1/2-inch	3 75
5 1 1/2-inch	3 50
6 2 1/4	3 10
7 2 5-16	2 90
8 2 1/2	2 75
9 2 11-16	2 60
10 2 7/8	2 50
11 3 1-16	2 45
12 3 1/4	2 40
Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 5c per lb.	
Knives.	
Hay knives, net list.	
Clausen, 50 and 25 per cent.	
Kitchen Enamelled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 10 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	
Kitchen Sundries.	
Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 per cent.	
Star A1 chopper, 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 80
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	
Ladders.	
3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c per foot up.	
Lanterns.	
Japanese ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00
Japanning, 50c per dozen extra.	
Prism globes, per dozen, \$1.20.	
Lamp wick, 50 per cent.	
Lawn Hose.	
Competition grade lawn hose, 70 and 5.	
Lawn Mowers.	
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$5.25; 8-inch wheel, 3 knives, 12 in., \$6.75; do, 4 knives, \$7.25; 10 1/4-inch wheel, 4 knives, 12 in., \$8.50; ball bearing do, \$10; do, 5 knives \$10.50; 50 per cent. f.o.b. factory.	
Locks and Keys.	
Canadian, 45 and 10 per cent.	

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.

We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 MCGILL STREET,
F. J. COX, Winnipeg, - Western Agent MONTREAL

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

The High Quality of Our HEINISCH TINNERS SNIPS

has made them the tinner's favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

Recommend them to your customers—we guarantee the highest satisfaction. Get them from your jobber.

The
"VULCAN"

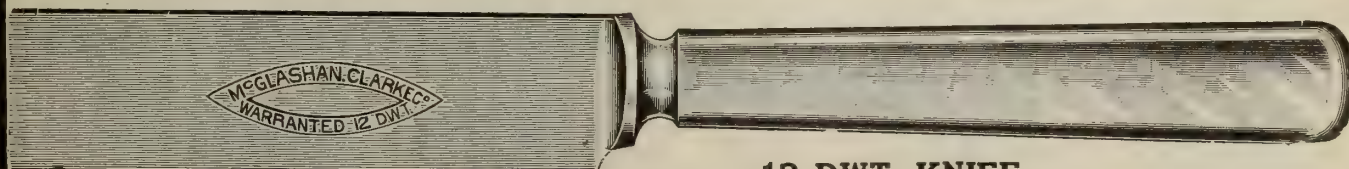


R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS'
SHEARS

TRIMMERS'
SCISSORS

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



12 DWT. KNIFE

Our 12 and 16 dwt. knives are made of the best Sheffield crucible steel, finished by methods developed during years of successful manufacture. Plated with full weight of pure silver. Put up in neat rack boxes, containing one half dozen.

ABSOLUTELY GUARANTEED

McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

Hardware and Metal

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish cleaner, 100 in pkg	6 50
Miners Supplies.	
Mattresses, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, ¾ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-½ inch	3 30
1-¼ inch	3 00
1-½ inch	2 75
2-¼ inch	2 65
2-½ inch	2 50
3-¼ inch	2 40
3-½ inch	2 35
4 inch	2 35
5, 5½, 6 inch (base)	2 35
Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 33 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 to 50; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Single" and "Alask," Nevada silver flatware, 42 per cent.	
Picked Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitta, 35 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	15 00
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 10½
Pure Manila Rope	0 15½
"British" Manila	0 11½
Cotton 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" 4-ply twine...	0 35
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c per lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	1 25
plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diastor's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Seynie Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...	85 10 7½
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 65
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 60
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per cent.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths...	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Seythe.	
Washite	per lb. 0 25
Hindostan	0 06
" slip	0 18
" Axe	0 15
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Seythe	
per gross	3 50
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 45 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, in solid heads in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 408, 66 ft., ea.	0 91
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft.	
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Onedra Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse) Doz.	
Out O' Sight Mouse Traps	1 20
" Rat Traps	0 45
Easy Set Mouse Traps	0 95
" Rat	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Downswell	52 50
New Century, Style A	101 25
Ideal Power	180 25
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 60
20 per cent.	
Wringers.	
Royal Canadian, 11 in. doz.	47 75
Ex 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa,h carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.30 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c. Crowbars—4½c per lb.

Corrugated Iron—23 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—¾c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson, 65 p.c.

Galvanized Iron—Apollo, 15 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—¾c per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.60.

Horse Nails—"M.R.M." and cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—black—¼ inch, \$2.40; ¾ inch, 2.55; 1 inch, \$3.35; 1½ inch, \$4.00; 1 inch, \$5.75; 1½ inch, \$7.80; 2 inch, \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¼ inch, \$3.40; ¾ inch, \$3.50; 1 inch, \$4.30; 1½ inch, \$5.20; 1 inch, \$7.55; 1½ inch, \$10.25; 2 inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$8.35 per cwt.; cut coil, \$9.25 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent. on No. 3, 40, 46 and 2½ per cent. on No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt. Screens—Bright iron round head, 80 and 10 per cent.; flat head, 85 and 10 per cent.; p.c. head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Lined Oil—Raw gal. per gal., 90c; boiled, per gal., 85c.

Turnpence—Pe. gal., barrel lots, 70c. Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3¾c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per cwt.; Canadian metallic red, barrel lots, 3a, 34c; English purple oxide, in casks, 3¾c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—2¼ cents per 112-lb.

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS

Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have to.

DON'T PUT OFF

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

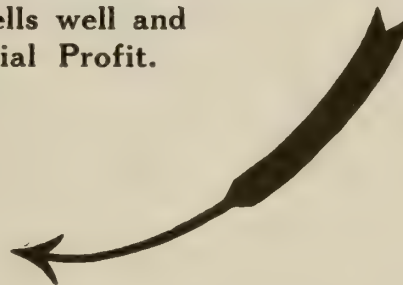
CLEVELAND

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLORS

A Line Which Sells well and
Pays a Substantial Profit.



The Beauty and Durability Make
a Hit With the Housewife.

Dries as hard as a stone and as smooth as silk.
Looks like expensive ingrain wall paper and can be
stencilled over. The housewife can wash it without soiling
its finish.
Boost SILKSTONE this winter and see what splendid
results it will bring you.

Write for our agency proposition and color cards.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

Merchants and Salesmen!

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In **BRAIN-POWER BUSINESS MANUAL**

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

SITUATIONS VACANT

A TINSMITH WANTED — A MAN THAT has had a little experience in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey. (46)

STOCKKEEPER WANTED FOR SUPPLY room for pulp mill. Wages \$60.00 per month to start. Apply in own handwriting to North Shore Power Railway & Navigation Co., Quebec. (45)

WANTED—A MAN THAT HAS HAD A LITTLE experience in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey, Ont. (47)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

SITUATIONS WANTED

WANTED—A YOUNG MAN HAVING SEVEN years' retail hardware experience seeks a position at once. All references. Address Box 293, Sunderland. (44)

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

TECHNICAL BOOKS

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

A first-class Manufacturers' Agency with headquarters in Montreal is open to represent two or three staple lines for the whole of Canada, or Quebec, Ontario, and the Maritime Provinces separately.

Highest credentials as to character and ability can be furnished.

Address P.O. Box 175, Station "B," Montreal, Que.

ALUMINIUM. Metal Merchant, Birmingham, England, with 15 years connection, is open to represent first-class house. Large district for Aluminium in Sheets, Rods, Wire, Tube, etc.

Reply to Aluminium, care of John Had- don & Co., 39 Corporation St., Birmingham, England. 45

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP- to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSI- ness in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and tinsmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

FOR SALE

A STOCK OF CUT NAILS FOR SALE. James & Reid, Perth, Ont. 46

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY IN- stall- ing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COM- pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have re- built, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, S at \$2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion

1c. per word subsequent insertion

5c. extra per insertion for box number if required.

When writing advertisers, kindly mention having seen the ad. in this paper.



Mac's Special Red Hone Curling Stones

designed [by Jas. MacDiarmid, the finest Curling Stones you could handle. Correct in shape, beautifully balanced, and with an absolutely true-running surface. Matched pairs and well finished. Best quality handles, that fit the hand perfectly.

WRITE FOR DEALERS' PRICE LIST

Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building."

Winnipeg, Man.



There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

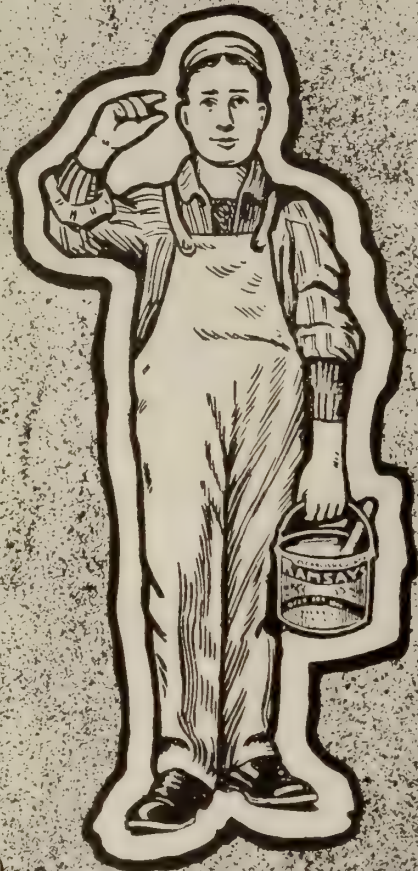
NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT.

LIMITED



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

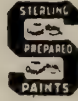
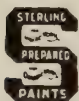
*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal

STERLING PREPARED PAINTS



**Have All The Qualities Essential to Make
Them Easily and Quickly Sold**

After you have introduced these paints in your vicinity, the demand will gradually increase—this means more profit for you.

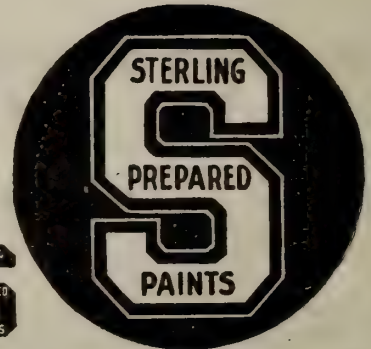
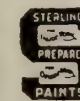
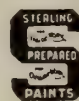
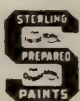
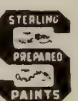
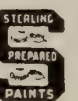
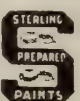
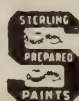
Give your customers the utmost value for their money by selling them **Sterling Prepared Paints**. Our guarantee protects you and your trade.

Write today for color cards and prices.
Get our proposition.

Canadian Oil Companies, Limited

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA





Specialties

that sell well during the fall and early winter months.

This is the time of year when fires are started in the stoves and furnaces, steam or hot water fills the radiators and more comfort is found inside the house than out. The dingy appearance of the stove pipes, radiators, gas and steam pipes, etc., must be made bright and cheery, picture frames and many little odds and ends and decorations need retouching. The Sherwin-Williams Products described below will give great satisfaction to your customers and so help your trade.

Sherwin-Williams' Stove Pipe Enamel

for refinishing old stove pipes and similar metal surfaces which are subject to much heat. It should be applied when the surface is warm and allowed to dry 24 hours before subjecting to a high temperature. It does not smoke, blister, or crack and produces a very bright surface which will outwear any other pipe enamel made. It is put up in $\frac{1}{4}$ and $\frac{1}{2}$ -pt. cans.

S.W. Aluminum Paint.

produces a lasting silver finish on radiators, ranges, gas, steam or water pipes, boilers, auto engines, cupolas, etc. When exposed to extremes of heat or cold it does not blister, crack, or peel off, and it is specially adapted to withstand the weather. It works easily under the brush and is economical to use, because it is made from the best materials, very finely ground and mixed. It is put up ready for the brush in $\frac{1}{4}$ -pt., $\frac{1}{2}$ -pt., pint, quart and gallon tins.

S.W. Liquid Gold.

produces a very durable gold finish for radiators, hot air registers, piping and similar surfaces. It will also be found very useful for decorating picture frames, ornaments, etc. S.W. Liquid Gold is prepared ready for use and is more economical than other gold paints that have to be mixed by the user. Attractive card-board boxes containing a bottle of the paint and a brush are packed one dozen in a carton.



SHERWIN-WILLIAMS PAINTS & VARNISHES



8 Address all inquiries to The Sherwin-Williams Co. of Canada, Limited, Montreal, Toronto, Winnipeg, Vancouver.

TAKE a birdseye view of the lighting question. Don't base your judgment on the question of any manufacturer's claim. Investigate thoroughly *each claim* made for *every* lighting proposition. Investigate ours and convince yourself the Angle Lamps will do all we claim for them and aside from the *interesting profits* involved, let us prove that one merchant in a territory, handling the Angle Lamps under our "Protective Distributor" proposition, is free from competition of any source and is able to give the people of his community the best lighting proposition in the world, and by best we mean from every standpoint—not only the reasonable first cost but the extremely reasonable "upkeep" cost—the labor-saving—the *freedom from danger*.

Angle Lamps are trusted to burn high or low in many stores without careful watching. Can you trust your present system to that extent? Would your insurance broker allow, without protest, any other system to be operated in that manner?

Over 3,500 first-class merchants guarantee every claim we make for the Angle Lamp.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.
244.246 West 23rd Street,
New York City

PATENT

**LEAD
HEAD**



**Roofing
NAILS**

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers,
Galvd. Hoop Iron or Steel, Galvd. Plates,
Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow



Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. They are always reliable, always uniform in quality and always reasonable in price.

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

IT'S A PROVEN SENSATION

Here is a noteworthy achievement in a Flat Wall Finish that is proving the biggest money-maker of the season. Judging from the numerous gratifying reports from painters, decorators, and the way the sales of this product are soaring, it is a proven sensation.

Like all our other specialties, we have carried the perfection of

NEU-TONE WALL FINISHES

to a logical conclusion—it is adaptable to every phase of interior decoration—artistically harmonizes with the most humble or elaborate appointments—works well on either wood, metal, wall paper, burlap or plastered walls and ceilings.

Do you wonder why hustling painters and contractors are getting acquainted with this finish? Now's the time to get the business for Mid-Summer and Fall decorating. You can't make money easier or quicker, so investigate—NOW.

THE MARTIN SENOUR CO., Limited

Pioneers of Pure Paint

Montreal

Winnipeg

Chicago



THE TRUTH, THE WHOLE TRUTH, AND NOTHING BUT THE TRUTH

DOUGALL VARNISH IS THE VARNISH THAT LASTS LONGEST

The most up-to-date machinery; the most skilled labor; the finest materials and the most careful supervision. These are the reasons why Dougall Varnish is unequalled.

Economical to Use—Easy to Apply—Long to Last—Easy to Sell

The Dougall Varnish Company, Limited
305 Manufacturers Street, Montreal

J. S. N. DOUGALL, President.

Associated with MURPHY VARNISH CO., U.S.A.

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



Electrical Contractors will find the STANDARD BORING MACHINE

indispensable for wiring work, and that it is reliable and durable. It will make hard wood work jobs easy, and will perform the most delicate as well as ordinary task. Smooth working.

Your equipment is incomplete without it. You will be interested in our descriptive booklet.

FORD AUGER BIT CO.
Holyoke, Mass., U.S.A.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

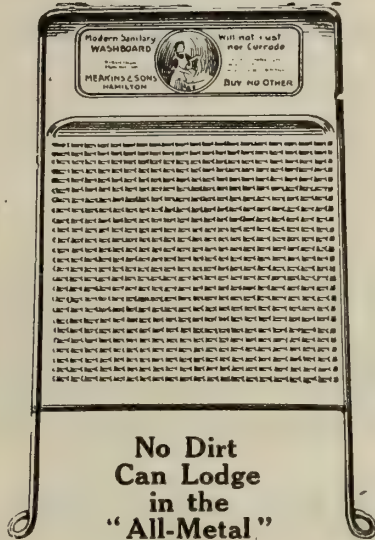
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**NO WOOD TO WARP---NO
JOINTS TO COME APART**



Meakin's Sanitary Washboards

are strictly sanitary, all-metal construction and because of their many practical and excellent features they appeal strongly to every woman who has used the old style. They sell on sight.

No nails or worn edged metal facing. It's all in one piece. Write for particulars and prices.

Meakins & Sons
Hamilton Ontario



Co-Operation that Counts

For many years we have been making a line of Varnishes unexcelled for quality. But we are not content to rest there.

Our famous line of

INTERNATIONAL

VARNISHES AND VARNISH SPECIALTIES

is backed by most effective and thorough co-operation with the dealer, that makes for satisfaction, quick sale and extra profit.

A few leaders it will pay you to feature, are:—



FLOOR FINISH



ACID & OIL STAINS



HOUSEHOLD LACQUER



WHITE ENAMEL



FINISHES

FULL IMPERIAL MEASURE IN EVERY CAN

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

LONDON

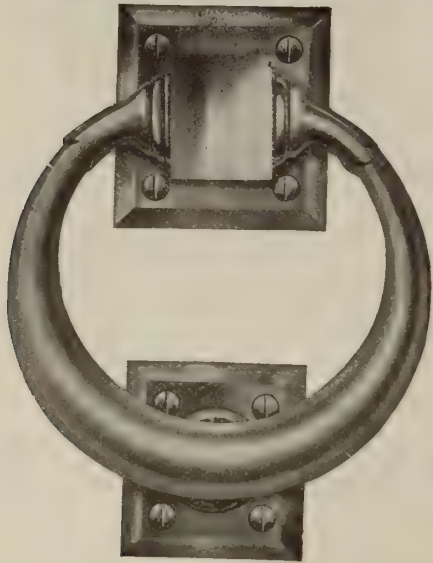
BERLIN

BRUSSELS

MELBOURNE

Largest in the world and first to
establish definite standards of quality.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

STILL'S SPECIAL HOCKEY STICK

Has Durability and Distinction that are Beyond all Rivalry

It is made of second growth rock elm and is shaped, finished and balanced by experts. Comparison has proved it to be more durable and more easily handled than the ordinary stick.

Other brands we recommend are :

"EMPIRE," inferior only to **"Special"**

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS

ONTARIO

A. & J. Automatic

ONE HAND EGG BEATER Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.



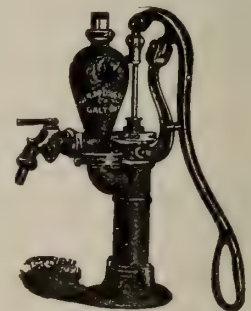
MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*



The
R. McDougall Co., Limited
GALT, CANADA

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

**HANDLES
Of Quality**

**WHIFFLETREES
DOUBLETREES
NECKYOKES**

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

**W. C. CRAWFORD CO.
LIMITED**

Tilbury, Ontario



**What Does YOUR Store
Stand for in
Varnishes?**

Have you a consistent varnish-buying policy?

Have you a consistent varnish-selling policy?

Are you **getting** all you should in profit and volume of business?

Are you **giving** all you should in quality, uniformity and reliability?

These are the vital questions.

Your varnish success depends on your ability to answer "YES" to them.

It will be well worth your while to make a self-examination to see just what your store does stand for.

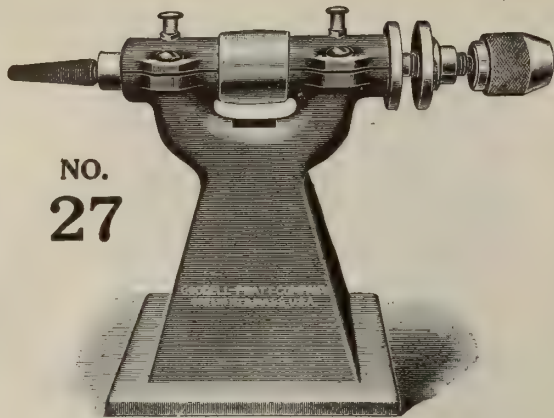
But don't make up your mind hastily. Don't conclude that you have a consistent buying and selling policy, or that you are getting and giving all you should, until you know more about our new selling plan.

Thousands of dealers are realizing more out of their varnish business than ever before by accepting the opportunity offered by our new selling plan. Write to-day for particulars.

BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.



NO.
27

Goodell-Pratt's

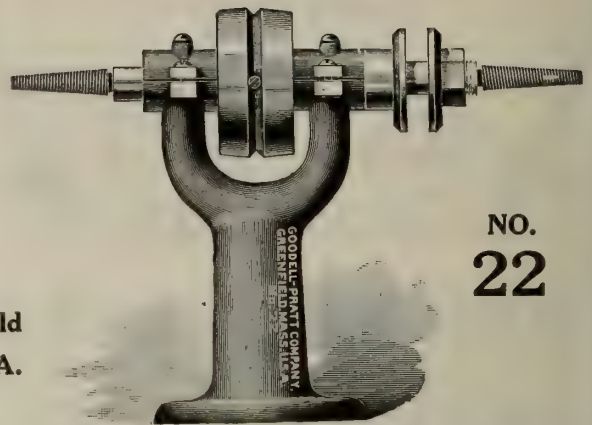
POLISHING HEADS

Every live retail merchant should have Goodell-Pratt's Polishing Heads on display.

You don't know what a sales force Goodell-Pratt's tools are.

These Polishing Heads are generally used where light polishing is done.

You owe it to yourself and your customers to carry Goodell-Pratt's tools.



NO.
22

Goodell-Pratt
Company

Toolsmiths

Greenfield
Mass. U.S.A.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.



National Steel Rim Locks

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.



Write us
for particulars
and prices.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA.

Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee** complete satisfaction.

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

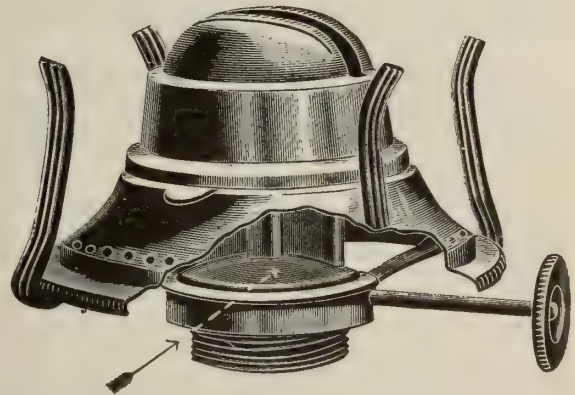
MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.

"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a **covered base** is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners **have a covered base**, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

THE
Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

**"WE MAKE NOTHING ELSE
And our goods show it."**



**YOU CANNOT AFFORD TO OVERLOOK
The "Norcross" Cultivator-Hoes and Weeders**

They are the result of 20 years' experience in the exclusive manufacture of this ONE line. We guarantee them superior to all imitations.

Particular gardeners are quick to notice such articles as these. After once introduced, your sales will rapidly increase.

They add more pleasure to gardening by lessening labor—any woman can EASILY use them.

Canadian Jobbers who handle the "Norcross" line are McLennan, McFeely & Co., Ltd., Vancouver, B.C., Lewis Bros. Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont., J. H. Ashdown Hardware Co., Ltd., Winnipeg, Merrick-Anderson Co., Winnipeg, Jas. Simmons Ltd., Halifax, N. S., The S. Hayward Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS

C. S. Norcross & Sons, Bushnell, Ill., U.S.A.

PATENTEES and SOLE MANUFACTURERS

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



**Dealers! HERE'S YOUR CHANCE
TO MAKE A SPLASH.**

This Mantel or any of our "70" different designs, fitted with our Electric Gate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.



AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

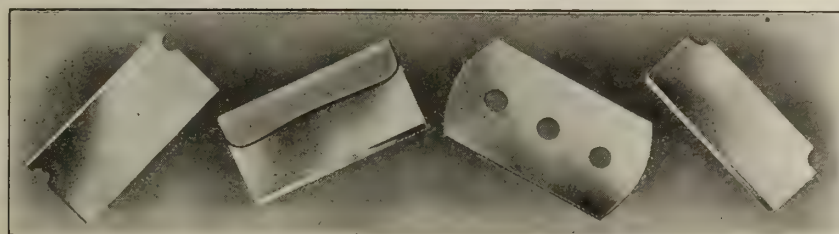
ARE YOU SELLING BUSTER BROWN Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



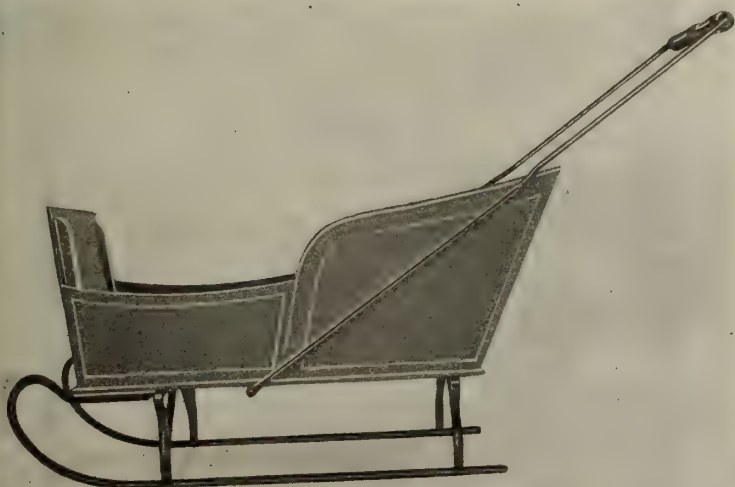
SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H. Manufacturers of Safety Razor Blades!

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted SCHRAMBERG (Wurttemberg) Germany

No. 6

CHATHAM CHILD'S CUTTER



Is of a construction that ensures perfect satisfaction to every user. Wide-awake dealers can make good money. Act at once.

Has deep, warm body. Nicely finished in bright red or dark green.

Price per dozen, \$84.00.

Write for discounts and full information.

THE CHATHAM MALLEABLE & STEEL MFG. CO., CHATHAM, ONT.

It's The

QUALITY And TEMPER

That Make The

Delta Special FILE

BRING RE-ORDERS



Delta Files are made of S. & C. Wardlow's Finest English Steel and are tempered by experts.

Once you get your trade acquainted with the Delta, your file sales will gradually increase. The genuine Delta bears our trade mark, as shown below. This mark is our guarantee of satisfaction or money refunded -- it is always remembered by those who know Delta Quality.

Lay a foundation for better business -- stock Delta Files now. They are made in shapes and sizes to meet every requirement.

Write at once.



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

**LET US KNOW
YOUR REQUIREMENTS
FOR
IRON STAIRCASE WORK.**

We Have a Big Variety of
RAILINGS, STRINGERS, LEAD FILLED AND
UNFILLED TREADS WITH AND WITHOUT
NOSINGS, ORNAMENTS, BALL BOLTS, ETC.

IN STOCK

WRITE US FOR CATALOGUES
AND OTHER INFORMATION.

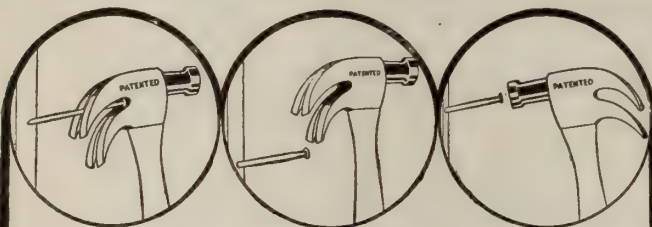
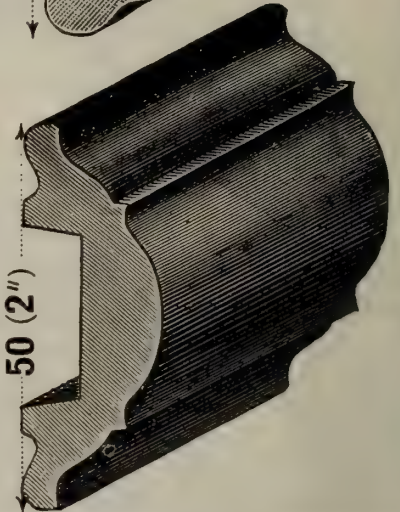
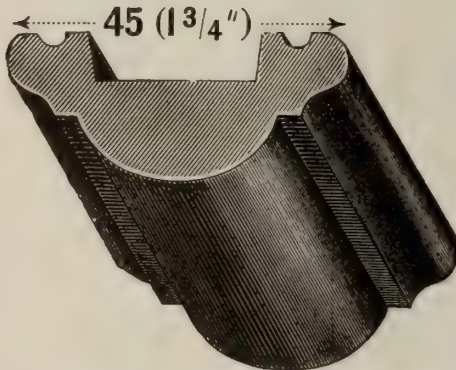
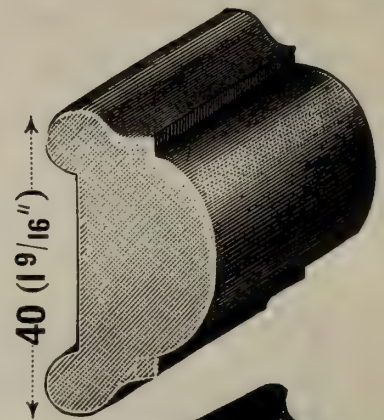
Steffens & Nolle, Ltd.

77 Beardmore Building
MONTREAL, QUE.

BAINES & PECKOVER

TORONTO, ONT.

Sub-Agents for Ontario.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain.
Worth ten times more than
the Common Hammer, costs
three times more to make.
Spend a little more for the tool
and Save Money.

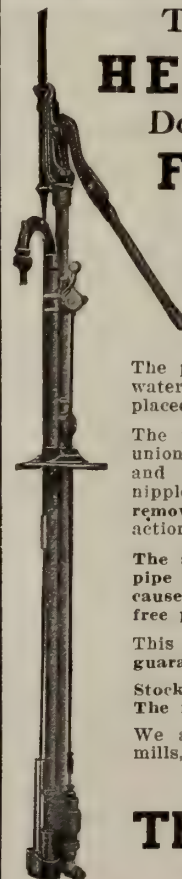
ALL JOBBERS

Start

Out



Pulls the
nail out
straight
without
a block



There's A Big Field For
HELLER - ALLER
Double Acting, Three Way
FORCE PUMP

In Many Farm or Suburban
Homes There Are Prospective
Buyers

The pump has brass cylinders, screw compression,
water change, and is operated by shifting rod
placed outside of discharge pipe.

The three-way valve or water change has 1 inch
union elbow connection for underground discharge,
and is connected with trefoil by right and left
nipple, thus enabling same to be repaired without
removing pump from well. It is positive in its
action and not complicated.

The advantage of having rod outside of discharge
pipe can be readily appreciated, as same will not
cause trouble in freezing weather, nor prevent the
free passage of water through the discharge.

This is a first class three-way force pump, and we
guarantee it to give a long, satisfactory service.

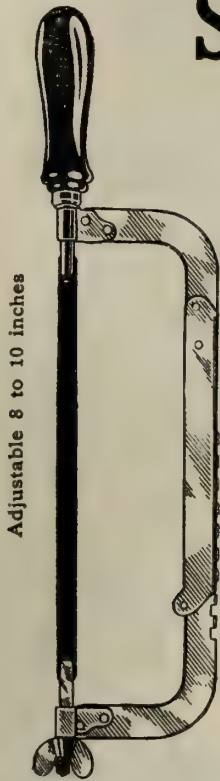
Stock a sample—get after these prospective buyers.
The results will surprise you.

We also manufacture a high-grade line of wind-
mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO

SMITH HARDWARE CO., LIMITED

240 Lemoine Street, Montreal

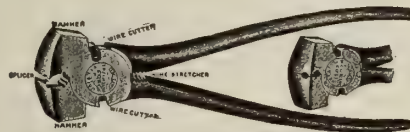


Fine quality Hack Saw Frame
Nickel Plated and well finished



The original genuine Giant
Nail Puller. Still the best
on the market

Give your customers



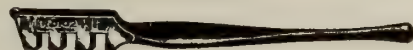
TRADE
U T I C A
REG. U. S. MARK PAT. OFFICE

**UTICA
BRAND**

acknowledged to be the best and
guaranteed to give satisfaction



This Glazier's Diamond is a favorite—has swivel head
and brass socket. Strong and well finished



We carry a full line of all kinds
of Glass Cutters.



**GET RED DEVIL
GOODS**

and please your customers.



The Nut Must "Give" In The Bite Of A "W & B" Wrench

No skinned knuckles or broken wrench heads when "W. & B." wrenches are on the job.

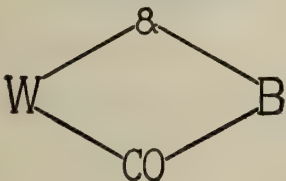
The bite is absolutely sure and holds on until released by adjusting screw. It's economical to buy "W. & B." wrenches because they are made by experts and are the combination of high grade materials.

Go to your nearest jobber and select the kind and size of wrench you need, but be sure it's stamped with the "W. & B." Diamond Trade Mark. That's your protection against imitators of "W. & B." quality.

Write for Blue Book No. 82-B.



Tools of Quality
Bear These Marks



The Whitman & Barnes Mfg. Co., Akron, Ohio

ESTABLISHED 1854

Factory at St. Catharines, Ontario

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

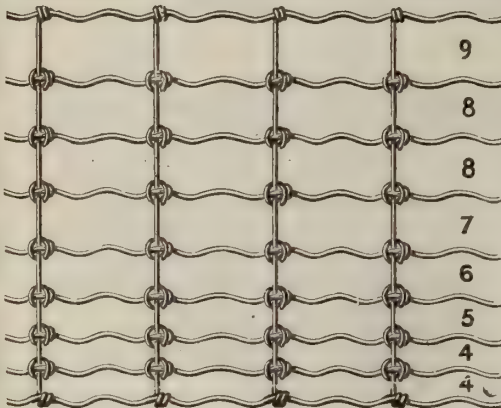
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

AMERICAN GRINDERS Are Real Trade-Winners

This Grinder is particularly adapted for purposes where a very compact yet
powerful grinder is needed. Just the thing for a carpenter's tool chest and private
shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into
the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly
without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum Grit.

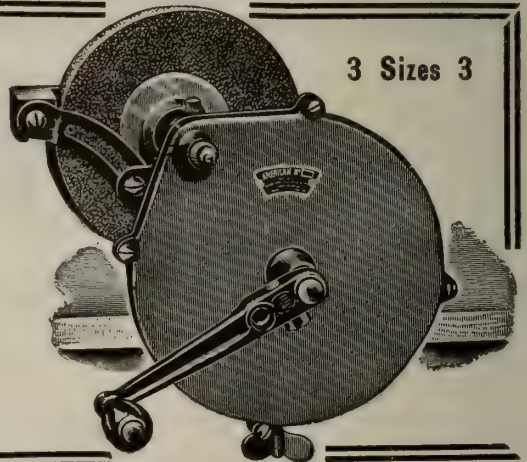
The American Grinder Mfg. CO.,

MILWAUKEE,
WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd.

CALGARY
ALTA.

AGENTS WESTERN CANADA



**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

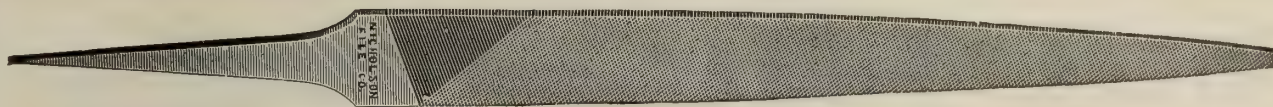
MADE IN
CANADA

See The
Swell?

Sales Office:
BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory:
ST. CATHARINES, ONT.



Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. of Canada:

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McCLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - - Port Hope, Ont.



"I TELL YOU IT'S A GREAT SAW."

That expression applies with equal force to Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws.

Many dealers handle both lines. Do you?

Simonds Canada Saw Co., Limited

Montreal, P.Q., St. John, N.B., Vancouver, B.C.

IN THE U.S.: THE SIMONDS MFG. CO.



MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.



MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO

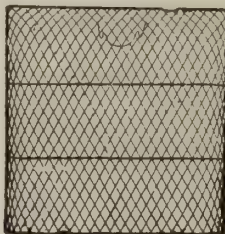
HOW ABOUT YOUR STOCK OF FIRE-PLACE SCREENS & FENDERS

OUR GOODS ARE STANDARD

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

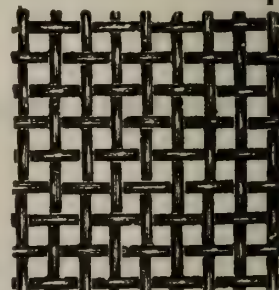
**Perforated Sheet Metals
General Wire and Iron Work**



Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.

Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?



Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

BEAR BRAND LAMP BLACKS

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY



The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company

Schiller Building, Chicago



Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

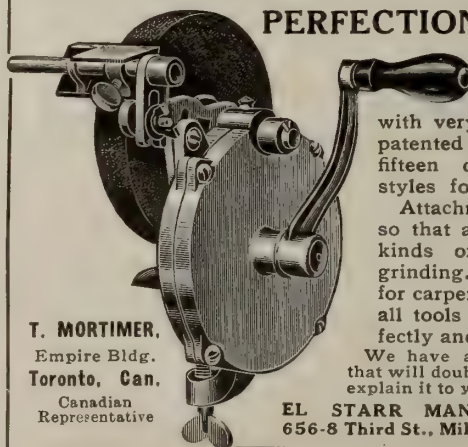
By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

PERFECTION GRINDERS



are the highest grade of grinder construction

with very late improved and patented features. We make fifteen different sizes and styles for all purposes.


Attachments are modern, so that a novice can do all kinds of sharpening and grinding. Special features for carpenters. Chisels and all tools are sharpened perfectly and quickly.

We have a selling proposition that will double your sales. Let us explain it to you.

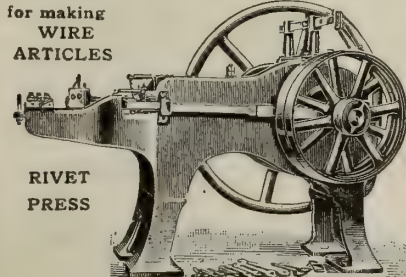
EL STARR MANUFACTURING CO.
656-8 Third St., Milwaukee, Wis., U.S.A.

T. MORTIMER,
Empire Bldg.
Toronto, Can.
Canadian
Representative

THIS
IS ONE
of the
many kinds
of Machines
I supply
for making
WIRE
ARTICLES



MACHINERY
DRAWING, NETT-
ING, CRIMPING,
CUTTING, WEAV-
ING WIRE.



**RIVET
PRESS**

FOR
Making
Bolts, Coach Screws,
Cotter Pins, Cut Nails
and Tacks,
Electric-welded Chain,
Furniture Springs,
Hinges, Hooks, Locks,
Nails, Rivets, Screws,
Staples, Wire Nails,
and Any other Article
made from WIRE.

SEND FOR LISTS
ED. BRAND

Wire Machinery
Specialist

472 Moss Lane East
Manchester, Eng.
Cable Address: "Filieres,
Manchester."
Code used: A.B.C., 5th ed.

**GERMANTOWN
LAMPBLACK**

Will Bring The Buyer Back For More

We are the originators and sole manufacturers
of "Old Standard," Eagle, Pyramid and Globe
Germantown Lampblacks.

The largest dealers and Manufacturers in
Canada, Great Britain and the United
States handle our Blacks exclusively.
THEN WHY NOT YOU?



THE L. MARTIN CO.
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBER**

3/4-lb. tins—
3 doz. in case

FINEST IN THE WORLD
FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A
DAMP WOOLEN CLOTH.
X X X X

BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY
WINDSOR, ONTARIO.

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1/2 inches thick.

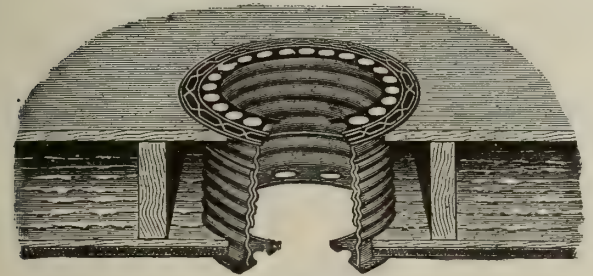
Send us your orders



LONDON BOLT & HINGE WORKS

LONDON, CANADA

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because
they have no springs. They are the only real good Stove Pipe Thimbles
in the market. For sale by leading jobbers, and manufactured exclu-
sively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

**LOOP LOCK
ROPE BUCKLES**

Best for Horse or Cattle Ties,
Rope Traces, Hay Ropes,
Tow Ropes, Tent Ropes,
Hammock Ropes.

*If your Jobber won't
supply them write us*

**CANADIAN ROPE BUCKLE
CO.** Hamilton
Ontario



ALL YOUR CUSTOMERS WILL WANT THIS

**SAMUELS' DUSTLE SS
ASH SIFTER**



Here is the sifter you've always
wanted. No work, no waste,
no dust. Just turn the handle,
ashes sift into barrel, unburned
coal drops into scuttle. Cuts
down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY
J. SAMUELS, - - - - - **TORONTO, ONT.**

**CASH OR
PARCEL CARRIERS**

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a
system of our carriers in your store.
After 10 days' test, if they have not
proved their superiority to all
other makes of store service, we
will remove the equipment without
cost to you. It will pay you to in-
vestigate our modern improved
PNEUMATIC DESPATCH
TUBES AND ELECTRIC CABLE
CASH CARRIERS.




CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 114 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies

Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street

Birmingham

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND
SMALL TOOLS

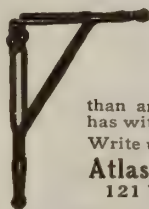
PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

CLIPPERS.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York
Representatives, 106-110 Lafayette Street.

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

Atlas Manufacturing Company

121 Water St., New Haven, Conn.

TOOL HOLDERS.

Two inches of motion
stead of handle, in
any direction,
will drive the
drill

Armstrong
Bros. Tool Co.
106 N. Francisco
Ave., Chicago, U. S. A.

BOILERS.



HARDWARE MEN

Put in a stock of
FEED COOKERS

Write

The James Bros. Foundry Co.
Perth, Ont.,

For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

HARDWARE SHELF BOXES

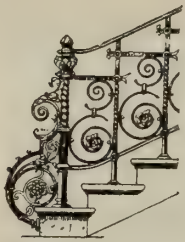
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

1/4 Toronto Street, Toronto 52 Canada Life Bldg., Montreal

When writing advertisers
kindly mention having seen
the advertisement in this paper



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

The "Lucky Grip" Bent Trimmer Shear

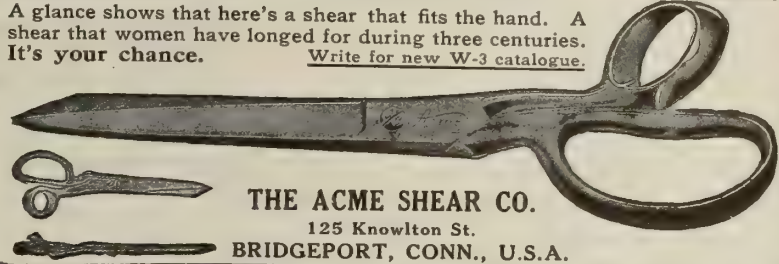
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross



HERCULES

SASH CORD

BUY THE BEST

**Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine**

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

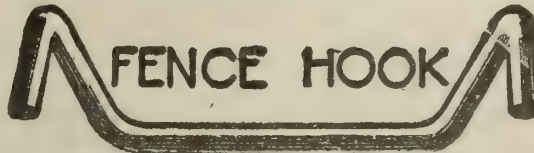


Made by

A. SHAW & SON, - **London, Eng.**
GODFREY S. PELTON & SON, Canadian Agents, **MONTREAL**

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - **London, Ont.**



Reproduction of

NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd., New York**

When writing advertisers, kindly mention having seen the ad. in this paper.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited **PEASE FOUNDRY COMPANY LIMITED** **PEASE PACIFIC FOUNDRY, Limited**

WINNIPEG TORONTO VANCOUVER



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

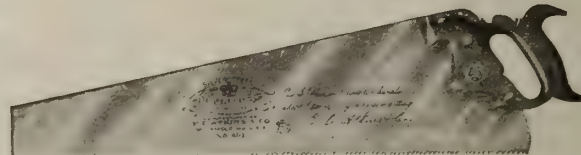
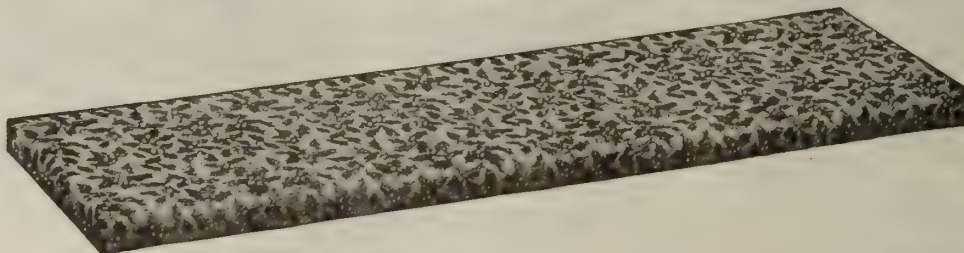
P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



**KERNCHEN
BUILDING
VENTILATORS**

Write for Pamphlet
and Particulars.
It works on the
Siphon Principle

**The Brantford Oven & Rack Co.,
Limited.**

Brantford - - - Canada

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO
HESPELER - - - ONTARIO

Advertising Man Wanted

We have good opening for first-class man capable of taking charge of one of our best territories. First-class proposition for right man. Applications treated confidentially.

MacLean Publishing Co., Limited
TORONTO

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO



LISTEN !!

If you are not stocking **ERMALINE BAGS** you are missing one of the best lines that a hardwareman can carry.

They will sell easily and net you a good profit; a steady business is sure, but this is not all.

While selling **Ermaline Cooking Bags** you will find a splendid opportunity to get talking stoves, while on the subject of cooking.

Think it over!
It's reasonable!!
Give it a trial!!!

The profit on the bags alone will make it well worth your while. We send handsome display cards with every order.

Samples free.

Edward Lloyd
Limited
508 Eastern Townships Bank Bldg.
MONTREAL



**An Up-To-Date
Systematic
Store!**

**BERLIN
HARDWARE
DISPLAY
CABINETS**

Are Used Throughout

Many stores are adopting this system of attracting trade, and it has proved enormously successful. The trade appreciates an attractive store and will give it the preference to the one that is not.

Make your store attractive and you will procure more trade.

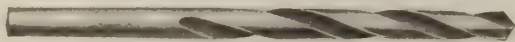
Write us at once for circulars on our complete line of store fixtures.

The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.

**Manufacturers and Designers of
Modern Store Fixtures**

"It's in the Steel (which is better) and in the tempering (which is our secret process) that's why "Morrow" Drills are so wonderful."

"Morrow" Drills have astonished machinists all over Canada and wherever we have tested them in competition with other drills, "Morrow" Drills have outclassed all others.



We are obliged already to double our drill manufacturing plant and are rushing the building of the additional machinery with all possible speed.

Also largest makers in the Dominion of Set and Cap Screws. Finished and Semi-Finished Nuts.

"The Accurate Kind."

**John Morrow Screw &
Nut Co., Limited**
INGERSOLL ONTARIO

"All good jobbers carry the Morrow Products."

Farmers and Grocers

Are Prospective Buyers Of

THE CHAMPION CIDER MILL

Get After Them—A Good Profit Awaits You

This Grinding Mill does its work rapidly and easily; can be worked by hand or power.

The pressing tubs are strong and are so constructed that they cannot clog.

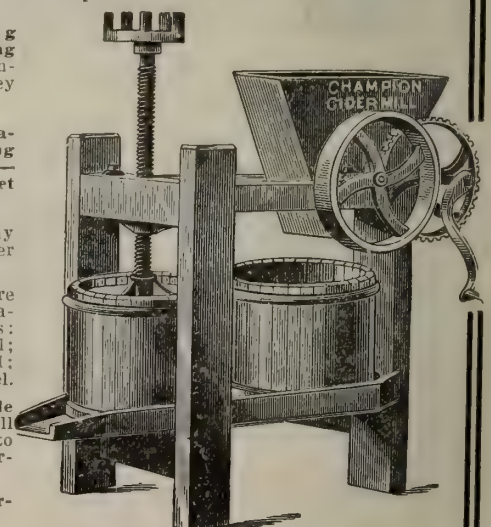
The whole machine is strong and well made — has nothing to get out of order.

It has many advantages over other makes.

We manufacture three sizes, capacities as follows:
No. 1, 1 Bushel;
No. 2, 3/4 Bushel;
No. 3, 1/2 Bushel.

Stock a sample at once — it will enable you to procure many orders.

Write for particulars.



The London Foundry Co., Ltd.
LONDON, CANADA

WHEN THE MERCURY GOES DOWN

THERE IS A CONTINUAL CALL FOR THESE LINES.

Don't turn away business—have the goods in stock so immediate sales may be effected.

COLE'S AIRTIGHT SHEET IRON HEATERS

Burn wood or coal, and throw out a big heat. Made in designs suitable for use in parlors, bedrooms, offices, warehouses, barns or lumber camps.

SEND FOR DESCRIPTIVE CATALOG AND PRICE LIST



Stove Pipe Elbows, Pipes, Dampers, Tees, Tapers, Collars, Boards, Mica, etc.

WRIGHT'S TUBULAR RADIATORS

will heat a room as quickly as any other means, and with no extra expenditure for fuel. Waste heat, which would otherwise escape, is utilized. Made in two sizes, and for 5, 6 or 7 inch pipe.

YOU CAN SELL THEM.



Everything required to set up a stove.

Galvanized Furnace Pipe and Galvanized Elbows supplied on short notice.

E. T. Wright & Co., HAMILTON CANADA
(H. G. Wright)



CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.

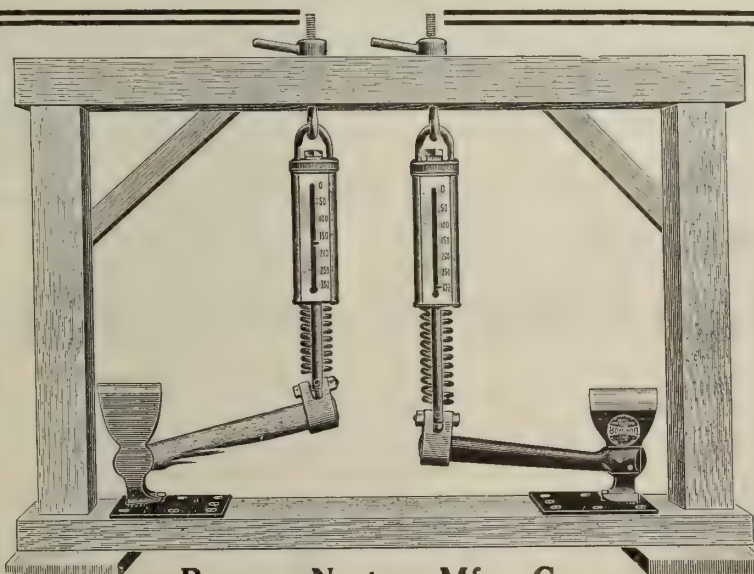


CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

BUR-NOR

Which One

The Bur-Nor insures 50% more service. Handles will not break or shrink. Blades will hold their temper.



Burgess-Norton Mfg. Co.
GENEVA, ILL., U.S.A.

Do You Want?

Head, Blade and Handle firmly riveted under tremendous pressure. Nine styles from which to choose. Write us for catalogue and prices to-day.

BUR-NOR

BUR-NOR



Friedr. Baurmann & Sons

SOLINGEN, GERMANY

Manufacturers of

High grade Razors—also Manicure Sets of every description, from the smallest pocket size up to complete professional outfit.

Sold by all Jobbers

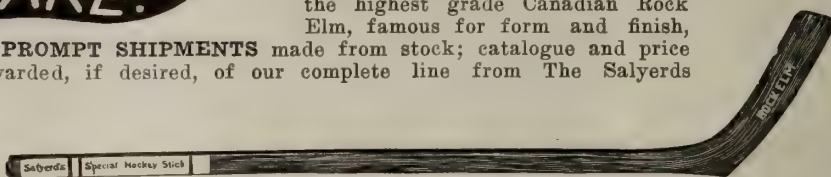
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

The Burrowes' Patent DUSTLESS ROCKER CINDER SIFTER

Is certain to sell well because it
saves fuel and is pleasant to operate

THE ONLY SIFTER with a Scuttle Made to Fit Dust-Tight.
THE ONLY SIFTER that cinders can be DUMPED FROM
SCREENS TO SCUTTLE WITHOUT DUST ESCAPING.
THE ONLY SIFTER made with DOUBLE RIMS, thus
making it DUST PROOF.
THE ONLY SIFTER with 2 screens, coarse and fine,
saves more fuel without extra work.

THE ONLY SIFTER made to work on a PAIR OF ROCKERS—Rocks as easy as a cradle, full or empty—No weight, the floor carries it all—No clogging. The LARGE SPACE FOR ASHES and the VIGOROUS ROCKING MOTION both tend to make the ashes spread RAPIDLY and sift FREELY.

Write us at once for quotations and full particulars.

THE BURROWES MANUFACTURING COMPANY
TORONTO, ONTARIO



MR. DEALER—

HERE IS A GOOD CHRISTMAS AND ALL-YEAR-ROUND LINE

The Vacuum Cleaning process is the only perfect way to clean floors, carpets, rugs, bedding, etc. The V-A-C-M is the only perfect customer pleasing hand power Vacuum carpet sweeper made. Its patented chain drive, and double actuating bellows, gives an unsurpassable dirt pulling power. It has the tenacity of a bulldog. It takes all the dirt right out of the carpets, unlike the old fashioned carpet sweeper which only removes some of the surface dirt. Add this to your lines, and protect your patrons from disease, by selling them The V-A-C-M germ catcher. Its retail price is reasonable, and allows a fair margin for your profits. Surely you are alive to a good thing. Ask me to send you full particulars.

W. BRIGG, Hamilton, Ont.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	87	Dennis Wire & Iron Co.	87	McArthur, Alex., & Co.	61	Robertson Mfg. Co., Ltd., P. L.	96
American Bolt & Screw Case Co.	30	Directory of Manufacturers	86	McClary Mfg. Co.	29	Rogers, Henry, & Sons	25
American Grinder Mfg. Co.	80	Dominion Cartridge Co.	34	McDougall, R. Co.	72	Ross Rifle Co.	96
American Shear Co.	86	Dominion Iron & Steel Co.		McGlashan-Clarke Co., Ltd.	61		
American Wringer Co.	20	Inside back cover		McHutcheon Bros.	68	Salyerds Mfg. Co.	92
Angle Mfg. Co.	68	Dorken Bros.	8	McKinnon Chain Co.	80	Samuel, M., & L., Benjamin & Co.	83
Atkins & Co., E. C.	88	Double Claw Hammer Co.	78			Samuels, J.	85
Atlas Mfg. Co.	86	Dougall Varnish Co.	69	Magnolia Metal Co.	22	Saskatchewan Glass & Supply Co., The	88
Armstrong Bros. Tool Co.	86			Maple City Mfg. Co.	81	Schramberger Uhlfedernfabrik	77
Auto Controller Co.	88	El. Starr Mfg. Co.	84	Martin, The L. Co.	85	Seymour, Henry T., Shear Co.	87
Aylmer Pump & Scale Co.	82	Enterprise Enamel Co.	14	Martin-Senour Co.	69	Simonds Canada Saw Co.	81
Barber Asphalt Paving Co.	15	Fisk Publishing Co.	84	Maxwell, D., & Sons	76	Sharratt & Newth	87
Barnett, G. & H.	60	Ford Auger Bit Co.	70	May & Padmore	28	Shaw, A., & Son	87
Barton Netting Co.	76			Meakins & Sons	28	Sheet Metal Products Co.	2
Belleville Hdw. & Lock Co.	1	Galt Art Metal Co.	25	Metallic Roofing Co.	19	Sherwin Williams Co.	67
Bemis & Call Hdw. & Tool Co.	84	Garlock Packing Co.	83	Metal Shingle & Siding Co.	21	Shurly-Dietrich Co., Ltd.	5
Berry Bros.	73	Gillette Safety Razor Co.		Millers Falls Co.	20	Spear & Jackson	23
Bosse & Banks	86	Inside front cover		Mitchell & Co., David	86	Smart, Jas., Mfg. Co.	24
Boston Varnish Co.		Gipe Carrier Co.	85	Moore & Co., Benjamin	63	Smith Hardware Co.	79
Outside back cover		Goodell-Pratt Co.	74	Morris & Bailey Steel Co.	10	Sorby, Robt., & Sons	16
Bowser, S. F., & Co., Ltd.	59	Greening, B., Wire Co.	10	Morrison Brass Mfg. Co.	4	Southington Mfg. Co.	86
Brandram-Henderson, Ltd.	57	Griffith, Geo. L., & Son	26	Morrow, John, Screw Co.	91	Spooner, Alonzo W., Ltd.	86
Brand, Ed.	85	Gutta Percha & Rubber Mfg. Co.		Myers & Bro., F. E.	69	Standard Chain Co.	10
Brantford Oven & Rack Co.	89	Inside back cover		National Cash Register Co.		Standard Paint & Varnish Co.	65
Briggs, Jno. W.	92	Hamilton Cotton Co.	87	Outside front cover		Standard Silver Co.	17
Brown Boggs Co.	15	Hamilton & Son, C. J.	16	National Hardware Co.	74	Stanley Rule & Level Co.	13
Buck Stove Co., Wm.	24	Hamilton Stamp & Stencil Wks.	86	National Mfg. Co.	32	Star Expansion Bolt	23
Buffalo Mfg. Co.	14	Harrington & Richardson	22	Newman, W., & Sons	86	Steel Co. of Canada, Ltd.	6
Burgess Norton Co.	91	Harris, J. W., Co.	93	Nicholson File Co.	81	Steel Trough & Machine Co.	20
Burrow Stewart & Milne	20	Heinisch, R., Sons Co.	61	Nickle Plate Stove Polish Co.	85	Steffens & Noile	78
Burrows Mfg. Co.	92	Heller Aller Co., The	88	North Bros. Mfg. Co.	1	Stephens, G. F., & Co.	63
Cameron & Campbell	86	Hohfeld Mfg. Co.	28	Norcross, C. S., & Sons	76	Stevens Hepper & Co.	68
Canada Foundry Co.	84	Howland, H. S., Sons & Co.	7	Nova Scotia Steel & Coal Co.	89	Stewart, Jas., Mfg. Co.	27
Canada Glue Co.	11	Hupfeld Ludecking Co.	92	Oakey, John, & Co.	70	Still, J. H.	72
Canada Metal Co.	11	Hutton, Jas., & Co.	84	Ohio Foundry Co.	74	Stratford Mfg. Co.	30
Canada Steel Goods Co.	8	Imperial Varnish & Color Co.	35	Ontario Lantern & Lamp Co., Ltd.	75		
Canada Wire & Iron Goods Mfg. Co.	82	International Varnish Co.	71	Otterville Mfg. Co.	84	Tallman Brass & Metal Co.	84
Canadian Carbon Co.	18	James & Reid	86	Owen Sound Steel Press Wks.	93	Thompson, B., & S. H.	82
Canadian Copper Co.	70	Jamieson & Co., Ltd., R. C.	86	Owen Sound Wire Fence Co.	80	Toronto Plate Glass Importing Co.	96
Can. Fairbanks-Morse Co., Ltd.	2	Jardine, A. B., & Co.	59			Toronto Silver Plate Co.	96
Canadian Hart Wheels	86	Kampfe Bros.	9	Parker, Chas. Co.	18	Townsend & Co., S. P.	16
Canadian Oil Cos.	66	Kuhne, Anderton Mfg. Co.	14	Farmer Bullock Co., The	86	Want Ads.	84
Canadian Rope Buckle	85	Laidlaw Bale Tie Co.	76	Pease Fdry. Co.	87	Walker Bin & Store Fixture Co.	91
Canadian Tube & Iron Co.	91	Leslie, A. C., & Co.	33	Peck, Stow & Wilcox	33	Western Distributors, Ltd.	84
Caverhill, Learmont & Co.	31	Lewis Bros., Ltd.	3	Peterborough Lock Co.	72	Wheeler & Bain	16
Chatham Malleable & Steel Co.	77	Lloyd, Ed.	89	Pinchin-Johnson & Co., Ltd.	59	White Mop Wringer Co.	70
Chicago Spring Butt Co.	1	London Bolt & Hinge Works	85	Pittsburg Lamp Brass & Glass Co.	4	Whitman & Barnes Mfg. Co.	79
Collette Mfg. Co.	72	London Foundry Co.	90	Pink, Thos.	29	Wilkes-Martin-Wilkes Co.	84
Cowan & Britton	33	London Rolling Mill Co.	70			Winnipeg Paint & Glass Co., Ltd.	85
Crawford Co., W. C.	73	Lowie Bros., Ltd.	55	Ramsay, A., & Sons Co.	86	Woodstock Wagon & Mfg. Co.	77
Cummer-Dowsell, Ltd.	12	Lufkin Rule Co.		Raymond Bros.	86	Wright, E. T., & Co.	91
Davidson, Thos., Mfg. Co.	21	Inside back cover		Reynolds & Jackson	75		
Delta File Works	77	Lundy Shovel & Tool Co.	12	Rem. Arms Union Met. Cart. Co.	34	Yale & Towne	18

TWO WAYS To Increase Sales!

Many people do not skate because they have weak ankles.

Why not enable them to overcome this holdback by selling them our

PERFECTION Ankle Support

After once introduced you will have many sales of these supports — you will also increase your skate sales, as more people will indulge in this healthful pastime.

The "PERFECTION" ANKLE SUPPORT

is made of strong, light steel, with sliding hinge attachment that permits the wearer's ankle to move backwards and forwards, but not sideways. Easily attached, and the ladies' size is suitable for children.

Write us at once.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND - ONT



A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

Montreal, Dec. 4th, 1905.

Messrs. J. W. Harris Mfg. Co., Ltd.,
City

Dear Sirs,—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,

W. CHAMPAGNE,

191 St. Paul St.

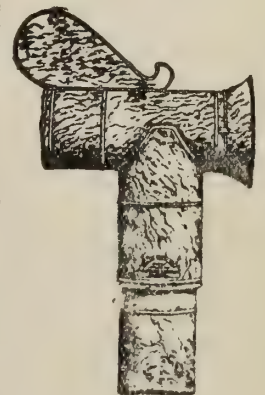
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Jas. Smart Mfg. Co., Brockville.
- Dabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bar Urns.**
Buffalo Mfg. Co., Buffalo, N.Y.
- Bath Room Fittings.**
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.
- Belting.**
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Hamilton Brass Mfg. Co., Hamilton.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Marys, Ont.
- Chafing Dishes.**
Buffalo Mfg. Co., Buffalo.
S. Steinau & Co., Brooklyn, N.Y.
- Chaplets.**
S. Cheney & Son, Manlius, N.Y.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowsell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowsell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Eco Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Emery Cloth.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gana-
noque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock, Ont.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fine Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Floor Scrapers.**
Fox Supply Co., Brooklyn, Wis.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Marys.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grinding Machinery.**
London Emery Works, London, Eng.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gana-
noque, Ont.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Marys.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.

Maple City Mfg. Co., Monmouth, Ill.

Lampblack.

The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.

Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Latches, Screen and Barn Door.

Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

McGregor Banwell & Co., Walkerville.

Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.

D. Maxwell & Sons, St. Mary's, Ont.

Supplier Hardware Co., Philadelphia.

Clippner Lawn Mower Co., Dixon, Ill.

S. P. Townsend & Co., Orange, N.J.

Whitman & Barnes Mfg. Co., St. Catharines.

Jas. Smart Mfg. Co., Brockville.

Lawn Swings.

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Lightning Rods.

Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.

Belleville Mfg. and Lock Mfg. Company, Belleville.

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, Conn.

May & Padmore, Birmingham, Eng.

National Hardware Co., Orillia.

Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

Gibb, Alexander, Montreal.

McIntosh, H. T., & Co., Toronto.

Western Distributors Ltd., Saskatoon.

Mantels and Grates.

The Barton-Netting Co., Ltd., Windsor, Ont.

Saskatchewan Glass & Supply Co., Moose Jaw.

Match Boxes.

Stover Mfg. Co., Freeport, Ill.

Metals.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Gibb, Alexander, Montreal.

Henderson & Richardson, Montreal.

Leslie, A. C., & Co., Montreal.

Lysaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal.

McKeechie Bros., Birmingham, Eng.

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto.

Alonzo W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Tallman Brass & Metal Co., Hamilton

Thompson, B. S. H. & Co., Montreal

Metal Lockers.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt.

Metallic Roofing Co., Toronto.

Metal Shingle and Siding Co., Preston.

Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.

Oakey, John, & Sons, London, Eng.

Metal Stove Fronts.

Canada Foundry Co., Ltd., Toronto.

Mop Holder.

Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers.

Theo. J. Ely Mfg. Co., Erie, Pa.

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.

The Bridgeport Hdw. Corp., Bridgeport, Conn.

Smith Hardware Co., Montreal.

Nails, Wire.

Laidlaw Bale Tie Co., Hamilton, Ont.

Parmenter & Bulloch Co., Gananoque.

P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Limited, Hamilton.

Oilers.

Thos. Davidson Mfg. Co., Montreal.

Hero Mfg. Co., Philadelphia.

Maple City Mfg. Co., Monmouth, Ill.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont.

Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.

McClary Mfg. Co., London.

Queen City Oil Co., Toronto.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Packing.

Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.

Berry Bros., Limited, Walkerville, Ont.

Brandram Henderson, Montreal.

Canada Paint Co., Montreal.

Canadian Oil Companies, Ltd., Toronto.

Dougal Varnish Co., Montreal.

Glidden Varnish Co., Toronto.

Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Lowie Bros., Ltd., Toronto.

Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.

Pinchin, Johnson Co., Toronto.

Pratt & Lambert Inc., Bridgeburg, Ont.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Co., Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man.

Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.

Chadeloid Chemical Co., New York.

Dougal Varnish Co., Montreal.

Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.

Canada Wire and Iron Goods Mfg. Co., Hamilton.

Greening, B., Wire Co., Hamilton.

Pig Iron.

Henderson & Richardsin, Montreal.

Steel Co. of Canada, Limited, Hamilton.

Samuel, Benjamin & Co., Toronto.

A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.

Steel Co. of Canada, Limited, Hamilton.

Canadian Tube & Iron Co., Montreal.

Pliers.

Henderson & Richardson, Montreal.

Smith Hardware Co., Montreal.

Portable Bake Ovens.

Brantford Oven & Rack Co., Brantford.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives.

International Tool Co., Detroit.

Pulleys (Sash, etc.)

P. & F. Corbin, New Britain, Conn.

Pumps.

Canada Foundry Co., Ltd., Toronto.

R. McDougall Co., Galt, Ont.

P. E. Myers & Bro., Ashland, Ohio.

Red Jacket Mfg. Co., Davenport, Iowa.

Jas. Smart Mfg. Co., Brockville.

Pumps, Power.

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.

Brandram-Henderson Co., Montreal.

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Pinchin-Johnson & Co., Toronto.

Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Lovell Mfg. Co., Erie, Pa.

Oneida Community, Ltd., Niagara Falls.

Razors.

Gillette Safety Razor Co., Montreal.

Greiff-Bredt & Co., Toronto.

Jonathan Crookes & Son, Sheffield, Eng.

Dorken Bros. & Co., Montreal.

Jas. Hutton & Co., Montreal.

Kampfe Bros., New York.

Razor Blades.

Schramberger, Uhrederfabrik, Schramberger, Germany.

Razor Hones.

Canadian Hart Wheels, Ltd., Hamilton.

Carborundum Co., Niagara Falls, N.Y.

Razor Stroops.

J. R. Torrey & Co., Worcester, Mass.

Registers.

Jas. Smart Mfg. Co., Brockville.

Jas. Stewart Mfg. Co., Woodstock, Ont.

Canadian Ferrosteel Co., Bridgeburg.

Rivets.

Steel Co. of Canada, Hamilton.

Parmenter & Bulloch Co., Gananoque.

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Roofing Supplies.

Barbo Asphalt Co., Philadelphia.

Brantford Roofing Co., Brantford.

Canadian Supply Co., Toronto.

Dominion Roofing Co., of Canada, Ltd., Toronto.

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope.

Independent Cordage Co., Toronto.

Rules and Gauges.

Jas. Chesterman & Co., Ltd., Sheffield, England.

Lufkin Rule Co., Windsor.

Sad Irons.

Jas. Smart Mfg. Co., Brockville.

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.

Disston, Henry, & Sons, Philadelphia.

Shurley Dietrich Co., Ltd., Galt, Ont.

Simonds Canada Saw Co., Montreal.

Spear & Jackson, Sheffield, Eng.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton.

School Desks.

Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.

P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.

National Acme Mfg. Co., Montreal.

Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.

P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Hamilton.

Scythe Stones.

The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.

Acme Shear Co., Bridgeport, Conn.

R. Heinisch's Sons Co., Newark, N.J.

Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shellacs.

Berry Bros., Walkerville, Ont.

Shovels and Spades.

Spear & Jackson, Sheffield, Eng.

Sieves and Screens.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.

Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.

Cavers Bros., Galt, Ont.

T. Collins Mfg. Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Spramotor Co., London.

Springs.

B. Greening Wire Co., Ltd., Hamilton.

Henderson & Richardson, Montreal.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.

Berry Bros., Walkerville.

Stains, Wood.

Berry Bros., Walkerville.

Staples.

B. Greening Wire Co., Ltd., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.

WHEREVER ACCURATE RIFLE SHOOTING IS HONORED,



there will be nothing short of amazement joined to admiration at the score made by Sgt. Russell, of the Canadian Team in the Great Palma Trophy Competition at Ottawa in September: 15 shots at 800, 900 and 1,000 yards, 45 shots in all, out of which only 3 failed to find the bull, the score being 222 points, beating the World's best previous record by 3 points.

Sgt. Russell, like all the Canadian team, used the Ross 303 Service Rifle and Ross Ammunition.

Ross Sporting Rifles have the same accuracy and power as the Ross Military Arm, and are favorites with sportsmen who seek accuracy, speed and dependability.

Where big game at long ranges is hunted Ross Rifles are specially recommended.

The Ross High Velocity .280, retails at \$70.00. This is the Arm which dealers should look into. There is naturally more profit in it than in the sale of the cheaper lines, and there is absolute satisfaction for the purchaser who knows he has a World beating gun.

Dealers who have not any in stock should write at once for discounts, etc.

ROSS RIFLE CO. - QUEBEC



If Interested In CHRISTMAS SILVERWARE

Write for catalogue or to ask when our traveler will be in your neighborhood.

This illustration is a Meat Platter that we make in different sizes, also with cover.

THE TORONTO SILVER PLATE COMPANY Limited
SILVERSMITHS & MANUFACTURERS of ELECTRO SILVER PLATE

Not in the Trust or Members of any Silverware Association or Combine

Factories and Salesrooms, West King St., TORONTO E. G. Gooderham, President

HARDWARE AND METAL

DOMSTEEL

Wire Products

**"From Ore to
Finished Product"**



**Nail Wire, Rivet Wire, Annealed Wire,
Straightened and Cut to Length**

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our High Grade Steel Products are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron and Steel Co., Ltd.,

**HEAD OFFICE AND WORKS:
SYDNEY, N. S.**

Sales Offices: Sydney, N. S., and 112 St. James St., Montreal



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

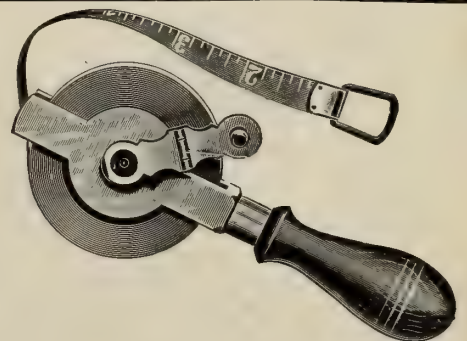
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, **WINDSOR, ONT.**



CATALOGUE
ON REQUEST



Over 5,000 Satisfied

Kyanize

AGENTS

are making more money
because of our one-dealer-
in-a-town proposition.

OUR 1913 ADVERTISING PLAN

will be the most complete ever
offered by the paint or varnish
trade. Write us for Full Particulars
before placing your Spring order

**We will double the Varnish Profits
for one live dealer in each town.**

Boston Varnish Company
Everett Station, Boston



CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

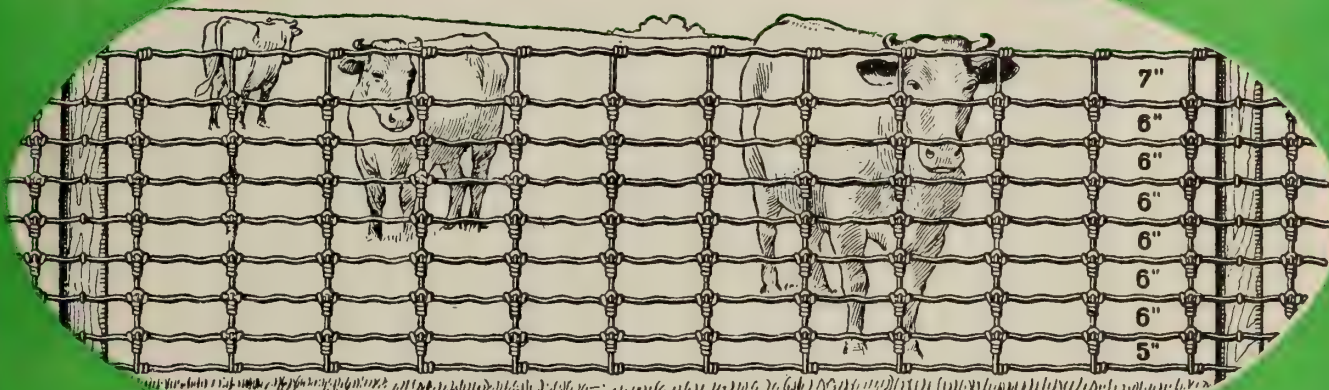
Vol. XXIV

Publication Office: Toronto, Canada

November 16, 1912

No. 46

The "FROST" FENCE



CAN BE DEPENDED UPON TO GIVE A TRADE-WINNING SATISFACTION

The "**Frost**" is a coiled or elastic fence, one that can not only be stretched tight in the beginning, but is made from the right material to hold its shape, with numerous gives and takes in reserve for rough usage and abuse. A secure lock without a kink in the horizontal permits tighter stretching. Those little kinks common in so many fences generally result in broken laterals with the first test.

The "**Frost**" fence is the **most economical** kind to sell because it gives longer service and the cost is no more than inferior fences.

We **make** and **galvanize** all the wire used in our finished products, and are therefore directly responsible for the quality. Our iron-clad guarantee has something back of it.

WRITE FOR OUR AGENCY

Frost Wire Fence Co., Limited
HAMILTON, ONTARIO



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.



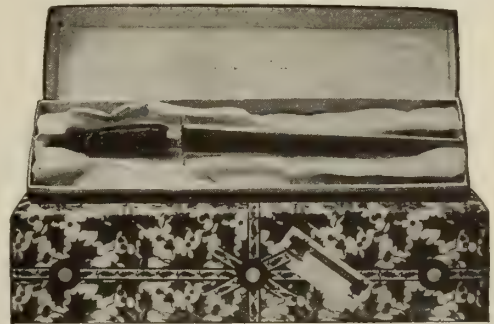
Sell the Woman of the House a Carborundum Knife Sharpener

Turkey carving time is here, so there is a demand in every household for a Carborundum Knife Sharpener. The demand is great—the market big—the profit well worth while. Make the Carborundum Knife Sharpener one of your November specials—show them in your display windows—on your counters—let your customers know you have them, for they are going to read about them in the big popular magazines.

You can order the sharpeners now—all wrapped in holly paper—sealed and ribbon-tied for the Christmas trade, or in neat attractive cartons for display work. There are two styles of the sharpeners—round or octagonal—with wood or genuine stag handle. **ORDER NOW.**

Do your Sharpening Stone Profits show that you are a Carborundum Dealer? Let us tell you about our Big Free Display Case Offers.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, NEW YORK



Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE

These
will bring you
**CHRISTMAS
TRADE**

**"YANKEE"
TOOLS**

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA, PA., - U.S.A.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

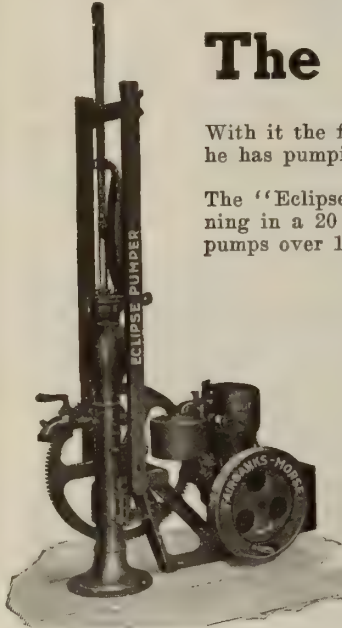
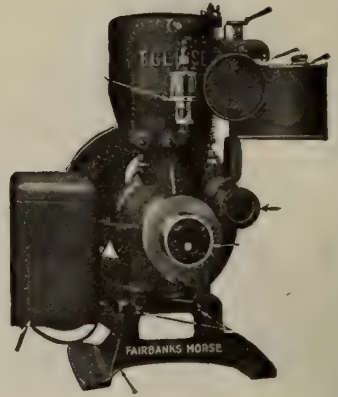
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



S.M.P. Enamelled Tea and Coffee Pots are popular sellers everywhere



Prices
on
Application



Our Brands, "DIAMOND," "PEARL" and White Enamelled Wares, will satisfy the most critical patrons. Our stock is complete, and we can ship promptly.

SEND US YOUR ORDERS

The SHEET METAL PRODUCTS CO. of Canada, Limited

Successors to KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG



"Fansteel"

ELECTRIC IRONS

OVER 100,000 SOLD IN 100 DAYS

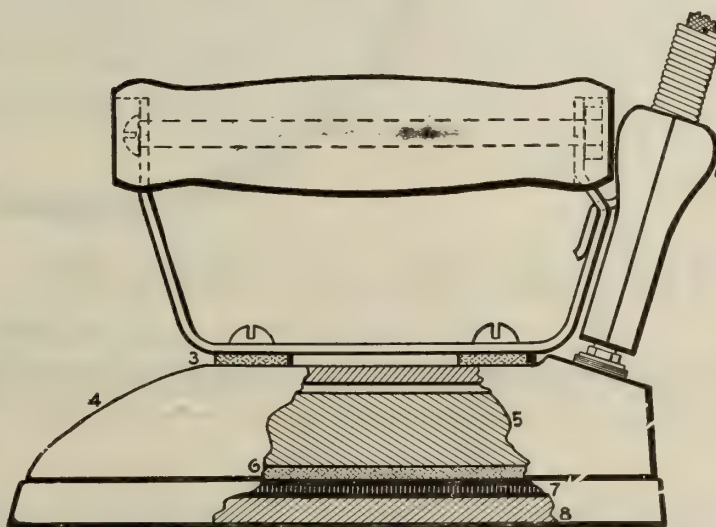
The first 100 days of its life



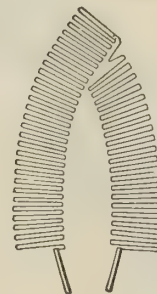
It is Outselling All Other Kinds. It is being Widely Advertised through All Leading Trade Publications and Popular Periodicals. It is the Iron for YOU to handle. It has Superior Merit and will bring trade to you.



'Fansteel' secret insulation containing nichrome wire imbedded into bottom plate.



WEIGHT, 6 1/4 LBS.



Nichrome wire in which heat is generated by the passing of an electric current.



Illustrates the "Fansteel" bottom plate heated in a blast furnace until the iron shell is melted into a solid mass. The "Fansteel" element, so frail in other makes, necessitating replacement, is still intact. Harder and whiter than before the test.

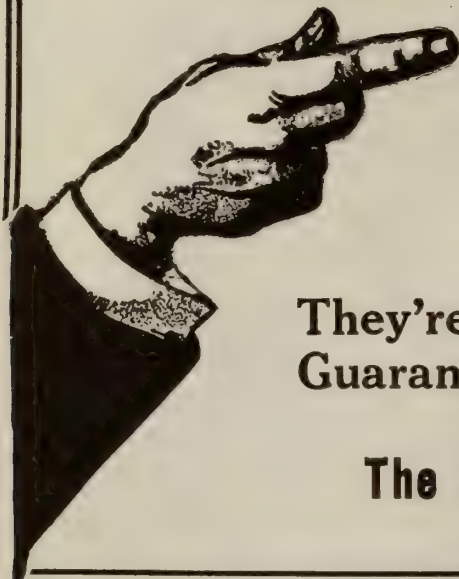
You Want to be the Judge, so Read these Facts:

- 1.—Handle has Fine Ebony Finish. Bolt Passes Clear Through.
- 2.—Detachable Cord, with Strong, Simple Plug.
- 3.—Two Asbestos Washers keep the Handle Comparatively Cool.
- 4.—Nickel Plated Top and Nicely Rounded Point give the "Fansteel" Iron a Symmetrical and Attractive appearance.
- 5.—Smooth, Gray Iron Core furnishes the desired weight.
- 6.—A Heavy Asbestos Sheet completely covers the heating element and confines the heat in bottom plate just where needed, insuring comparatively cool top.
- 7.—Contains a cement-like insulating substance which is absolutely indestructible. A source of so much annoyance in other irons.
- 8.—Bottom Plate of Superfine Gray Iron, "Blue Steel" finish, is a little more than 1/8 inch Thick. Others have 1/2 inch or more bottom to heat.

LEWIS BROS., LIMITED, MONTREAL
 OTTAWA TORONTO AGENTS VANCOUVER



**Engineers'
Goods
that pay a
GOOD PROFIT**



**They're
Guaranteed**

When
your customer
enquires for Brass or
Iron Goods for his steam
plant, you make no mistake in re-
commending "J.M.T. Steam Special-
ties, or Morrison's General Lines."

We carry everything in Steam and
Water Supplies, and of a quality
that is fully guaranteed for long
and economical service.
Every Engineer accepts
them as the best.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

Between Now and Christmas You Can Earn \$20.00 Per Week

THIS year the MacLean Publishing Co. find it necessary to engage a larger number of representatives than ever to handle their Christmas business. Thousands of subscriptions to the MACLEAN MAGAZINE fall due between now and the first of the year. We need respectable men and women of good address to look after these renewals and secure new business for us.

In every town and centre of population in Canada are hundreds of our readers. You are well acquainted in your own locality, and have direct access to these people. Their subscriptions expire at the end of the year, and their renewals are merely a matter of your calling on them.

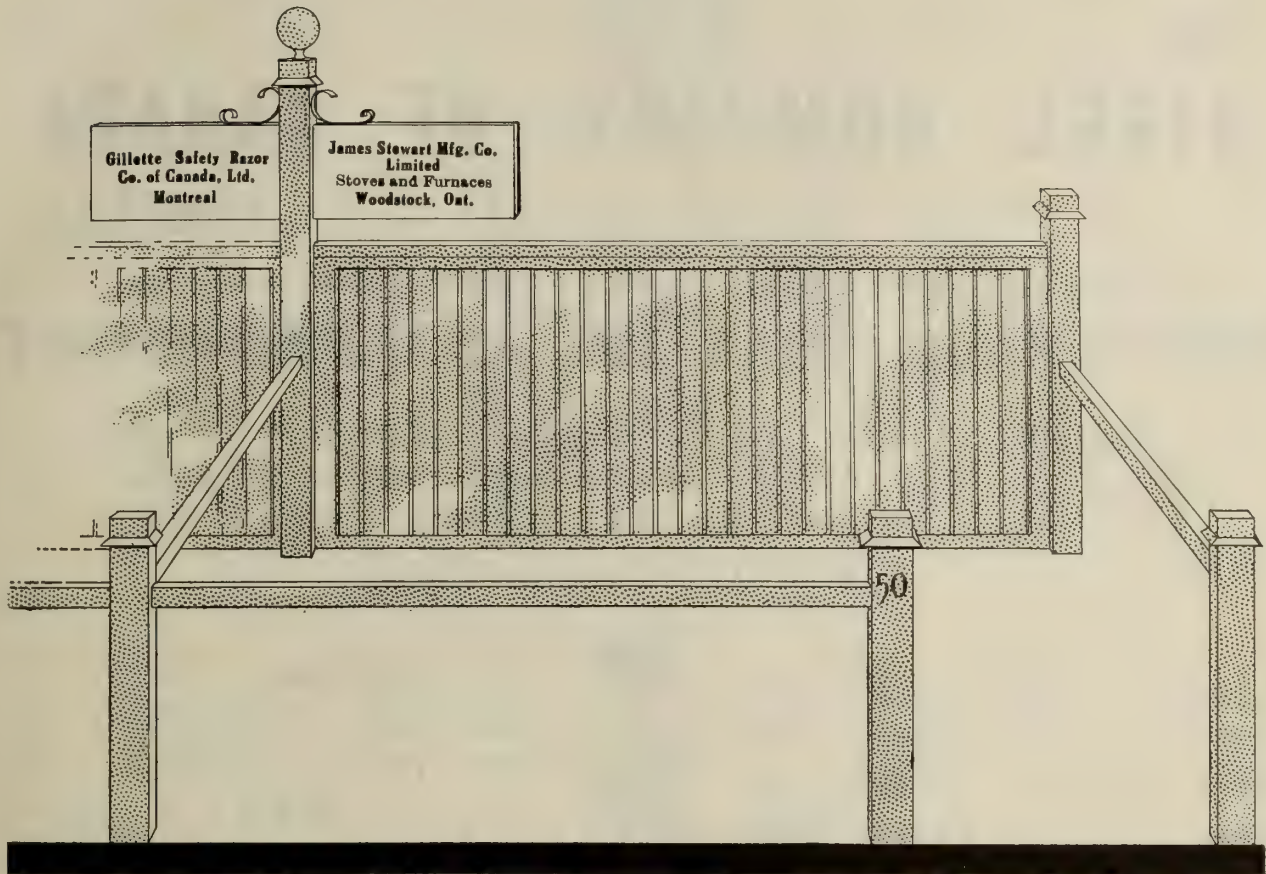
Never before have we had such an increase in new business. Our Magazine is demanded by the business and professional classes, while the average reader enjoys it. You can also look after this new business for us. We give the most liberal pay of any publication on the market. By devoting your spare time to the work, you can easily bring your earnings up to \$20 per week. Many of our local salesmen exceed this modest estimate. For the balance of the year 1912 we are going to spend thousands of dollars on our local sales force. Your town will share in this expenditure. Here is a business chance for you. Take charge of this work in your own town during spare hours. All that is necessary to become our representative is to write for supplies and further instructions.

Send in your application to-day to

The MacLean Publishing Company

143-149 University Avenue

Toronto, Ont.



Canadian Hardware Manufacturers Exhibition Association

WILL EXHIBIT AT

13th Regiment Armories, Hamilton

February 17th, 18th, 19th, 20th, 21st, 22nd, 1913

DURING ANNUAL CONVENTION OF

Ontario Retail Hardware and Stove Dealers' Association

Plans of Exhibition, Location of Booths will be ready for
Members November 11th. For full particulars write

Canadian Hardware Manufacturers Exhibitors Association

F. M. TOBIN, Secretary-Treasurer, WOODSTOCK, ONTARIO

THE STEEL COMPANY OF CANADA LIMITED

HORSE NAILS THAT ARE AN IMPROVEMENT

on other makes. M.R.M. Brand embody all the good qualities other nails possess, but in addition have distinctive qualities of their own that **CANNOT** be equalled.

Made by the Cold Process from Swedish Rods, the best material for the purpose, M.R.M. Horse Shoe Nails possess the easy driving, clinching and holding qualities which are so desirable to the Farrier.



All Nails are subject to thorough inspection before being packed, and only **PERFECT** Nails are shipped.

When a Farrier once uses M.R.M. Horse Nails he will not be satisfied with a substitute.

Farriers know that:

" Every M.R.M. Horse Nail will do its duty."

If you stock this popular brand of Horse Shoe Nails you are assured of a satisfied customer who will "come back for more."



DISTRICT SALES OFFICES:

HAMILTON,

TORONTO,

MONTREAL,

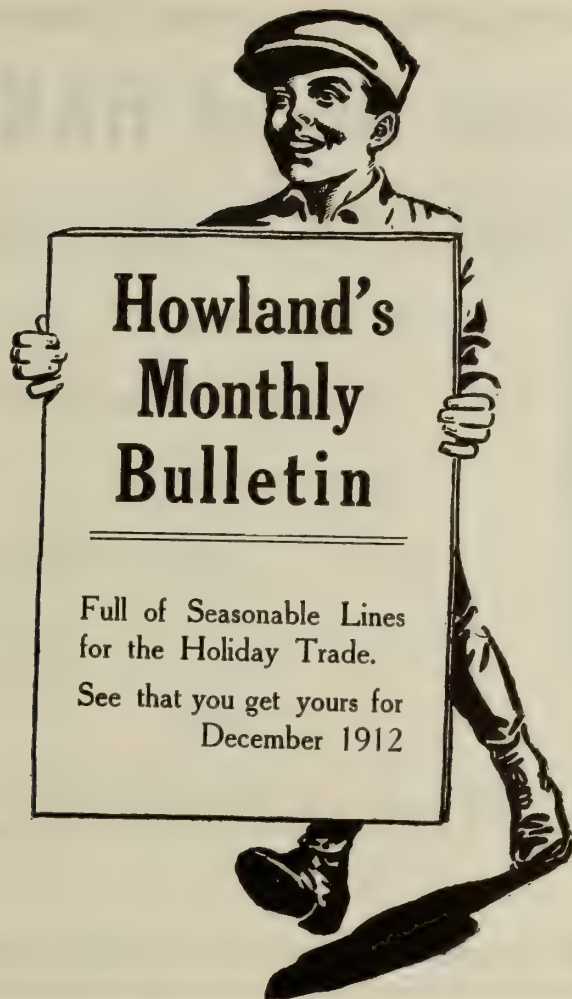
WINNIPEG

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.



When you want special information that will assist you in buying seasonable goods at right prices, write for a copy of Howland's Monthly Bulletin. It is sent free to our customers.

Many hardware dealers have written, telling us how they appreciate the Bulletin. It contains illustrations and descriptions of seasonable goods only, and shows good value in every case. As an assistant to the careful buyer, Howland's Monthly Bulletin is invaluable.

The December number will contain a very complete line of Cutlery, Sleighs, Skates and other goods that are particularly suitable for the holiday trade. We will send you this number if you will send us your name and address. Afterwards you will want to receive it regularly. *Write now.*

H. S. Howland, Sons & Co., Limited
Wholesale Hardware **TORONTO**

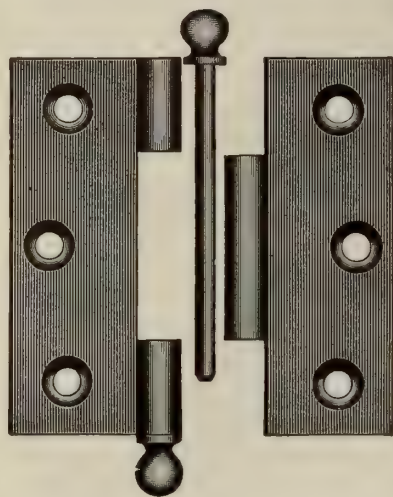
WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

OUR PRICES ARE RIGHT



Crescent Brand HARDWARE



Butt Hinges

Strap Hinges

Tee Hinges

Barn Door Hangers

Parlor Door Hangers

Trolley Hangers

Hinged Hasps

Shelf Brackets

Wrought Staples

Rollston Pulleys

Gate Hooks

Wagon Hardware

Etc. Etc. Etc.

Steel Sheets

Bands

Bars

Rods

Wire

CANADA STEEL GOODS CO., Limited

HAMILTON

-

-

-

CANADA

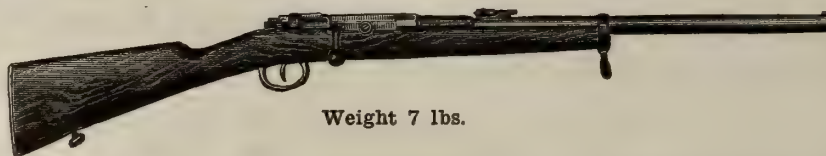
EXTRA SPECIAL OFFER

Fifteen Dollar Rifles For One Third Of The Price. Mr. Dealer, We Wish To Draw Your Attention To A High Grade Single Shot Rifle Which We Are Offering As Long As They Last At The Above Price. Order At Once And Make Money.

Single Shot Rifle

"Mauser" Model 71 Transformed Into A Sporting Rifle, Powerful and Safe

Bolt Action
Caliber 11 m-m
or 43



Weight 7 lbs.

The Breech Block,
Lock and all work-
ing parts are made
of Fine Tool Steel.

You will have no trouble to dispose of a quantity of these rifles if you will but only show them to your customers. Other merchants are making big money on these rifles. Why not you? So don't delay, but order at once and be convinced. For Quality, Accuracy and Dependability, we give you our absolute Guarantee. This is just the rifle for large game, shoots accurately, and has great carrying distance. No trouble to keep this rifle in order; will stand all kinds of hard usage. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. Correctly sighted. Perfect safety device.

MCGILL CUTLERY CO.,

P.O. BOX 580

MONTREAL, CANADA

ENDORSEMENT

PEOPLE are influenced, consciously or sub-consciously, by the subtle command of "endorsement."

Suppose, for example, a friend of yours, in need of a certain article, goes into the nearest hardware store. *His* mind, perhaps, may be free of "endorsement." The salesman shows him several makes, all equally attractive in appearance, but remarks that he understands this brand or that brand has served others well. *That* is "endorsement," and it very likely binds the sale of one of these makes.

Your friend tries out the tool—*proves* its efficiency and durability. He becomes enthusiastic and at various times tells *you* of his excellent find. You are not in need of any tools at this time, but one day you break one of yours and go to a hardware store as your friend did. Here the salesman endeavors to push an inferior make; you are on the point of buying this, when you see the brand on another. It is the one your friend has praised. You do not know the brand the salesman is pushing, but this other one is known to you and has received the "endorsement" of your friend—an "endorsement" that establishes your confidence.

That is the tool you buy.

The new and untried, the unknown, the little used, and the imitation all make way for the article that carries "endorsement" with it—"endorsement" that it has earned by years of reliable service and continual improvement.

It is to gain the aid of this greatest of all salesmen, "endorsement," that manufacturers constantly strive. Obtained, and lived up to, like an avalanche, it goes on and on, gathering tremendous force—creating an ever-increasing demand.

It is this "endorsement," bestowed on DISSTON saws and tools by mill-men and mechanics the world over, that has given them their prestige. Prestige that has steadily grown and widened in its influence for nearly three-quarters of a century—prestige that is born of "enthusiastic *endorsement*."

*Quality
Sells*

HENRY DISSTON & SONS

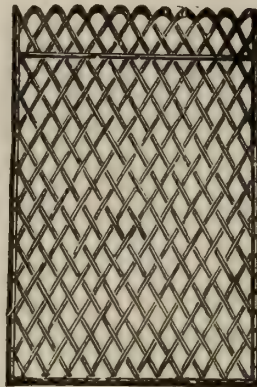
INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A

REPRINTED FROM
THE DISSTON CRUCIBLE
OF JUNE, 1912

WINDOW GUARDS



For Stores, Warehouses, Factories, Basement Windows, etc.
and all kinds of

WIRE WORK

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002' to .250.

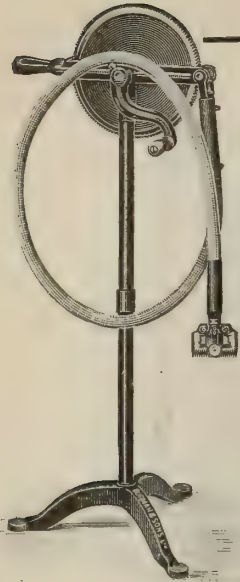
522

Sectional Plate Flatware

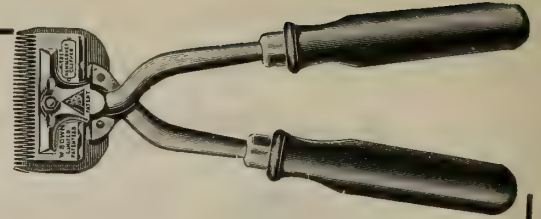
Trade ★ ROGERS & BRO., A-1 Mark

MYSTIC PATTERN.—A neat floral design, well balanced with an even distribution of metal, so that the strength and weight come just at the RIGHT place. We have many other designs of this High Grade Flatware. Mail us your order, and we will give it our prompt attention.

Standard Silver Company, Limited
Madison Avenue, Toronto, Ont.



CLIPPERS OF ALL KINDS BURMAN'S CLIPPERS



are known all over the world, and are acknowledged to be the best. There are many imitations, but none just as good. Your customers know Burman's Clippers, and they cannot buy them except from you or some other dealer—Burman Clippers are sold only through the trade. Not more expensive than other makes, and vastly superior in quality.

SOLD BY ALL JOBBERS

Sole Agents for Canada :

B. & S. H. THOMPSON & CO., LIMITED
MONTREAL



New Idea The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand. $\frac{1}{2}$ -inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a PERFECT CLEANER.



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

IT PAYS TO HANDLE A GOOD ONE,

Made by

AGENTS—

W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.

Plymouth Rope Quality

Its Promise For You

"We also take this opportunity of expressing our entire satisfaction with the quality of your products and wish to state that our sale on same has been such that we have discontinued handling any other brands of rope, both here and in our store at —————, Mich., selling the Plymouth Cordage only, and that our sales on cordage have increased since we have confined ourselves to Plymouth products."

To users everywhere quality goods mean better and longer service, greater value—hence satisfaction.

Quality goods afford *dealers* the one sure means of earning the customer's *confidence*.

The sale of quality goods *only* in any line makes this bond *permanent*—holds present trade, develops new trade—increases the *total* business on that line.

Plymouth rope is pre-eminently a quality product—the right rope for you.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg
and Vancouver.

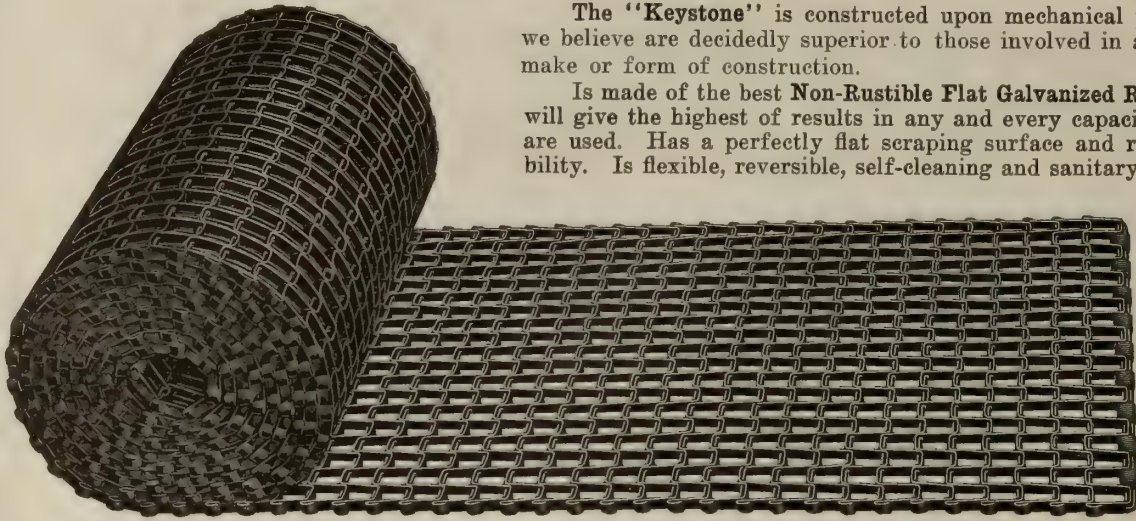


The Mark of Leadership

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are decidedly superior to those involved in any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,

W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

THE CORONA ROASTER

YIELDS A GOOD PROFIT



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

by supplying advertising matter. DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.

We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

NO BETTER BUSINESS THAN TO PLEASE THE COOK!

Some **Hero Quality** Suggestions

ALUMINUM WARE



NO. 767

T-Pot Tea Ball—Designed to Brew Enough Tea for Six Good Cups. Extra large Perforations.

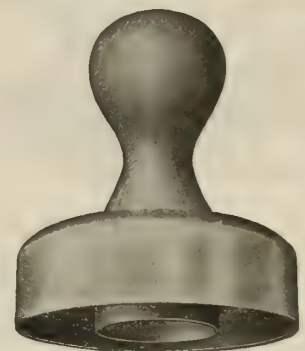
WRITE FOR
CIRCULAR NO. 2



NO. 762—Spoon Holder

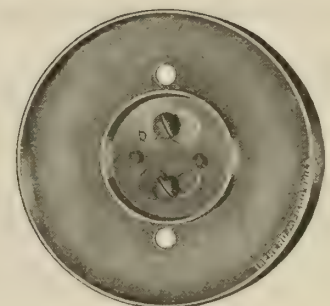
(U.S. Patent Pending)

The handy way in stirring times, to keep the spoon handy. Drains inside. For large spoons and small. Mounted on attractive cards.



NO. 753

Combination Doughnut, Biscuit and Cookie Cutter, Interchangeable.



MANY HOUSEHOLD
ARTICLES of UTILITY

THE HERO MANUFACTURING CO.

P.O. Station K.

- - -

Philadelphia



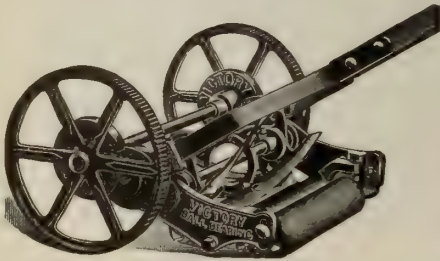
GIVES SATISFACTION WHERE ALL OTHER METALS FAIL

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE AND FACTORY:

225 ST. AMBROISE STREET, MONTREAL



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

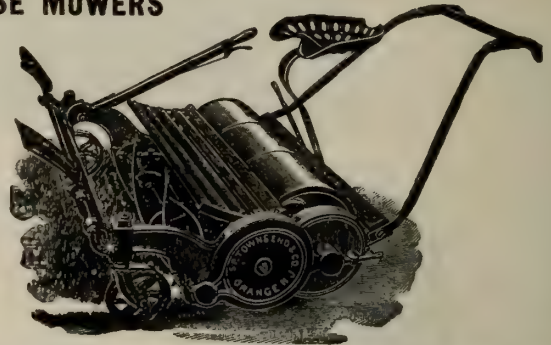
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Right Now

is the time you should
stock and boost the

HAMILTON RIFLE

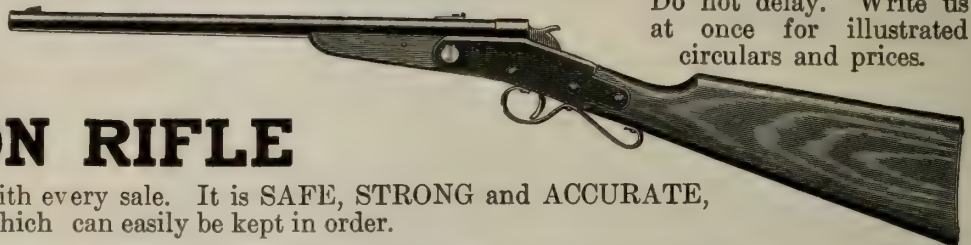
as it brings good results with every sale. It is **SAFE, STRONG and ACCURATE**,
with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service
arouses the enthusiasm of every user. *For Sale by all Jobbers.*

C. J. Hamilton & Son

-

Plymouth, Mich.



Do not delay. Write us
at once for illustrated
circulars and prices.

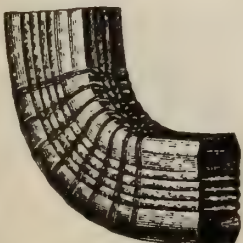


THIS SQUARE CORRUGATED PIPE IS A WINNER

Try a sample order and see for yourself.
Elbows and Hooks to Match.

WHEELER & BAIN

THE QUICK SHIPPERS
TORONTO





The Yale Dealer Gets This

MONTH after month, by means of magazine advertising, we stimulate the interest of the buying public in Yale Products.

To help our dealers bring these buyers into their stores we give them *newspaper advertisements* like above—advertisements that have proven themselves sure trade-builders.

They are all set up in plate form, ready for use in the local papers of the dealer's own community.

And these ready-made newspaper advertisements represent but one of the ways in which we co-operate with the men who sell Yale Products—all without cost to them. Others are:

Magazine Advertising

through which the public is taught to convey the name Yale with the very best Locks and Builders' Hardware that can be bought.

Window Displays

that are both attractive and attention compelling, designed by our expert in show-window salesmanship.

Printed Matter

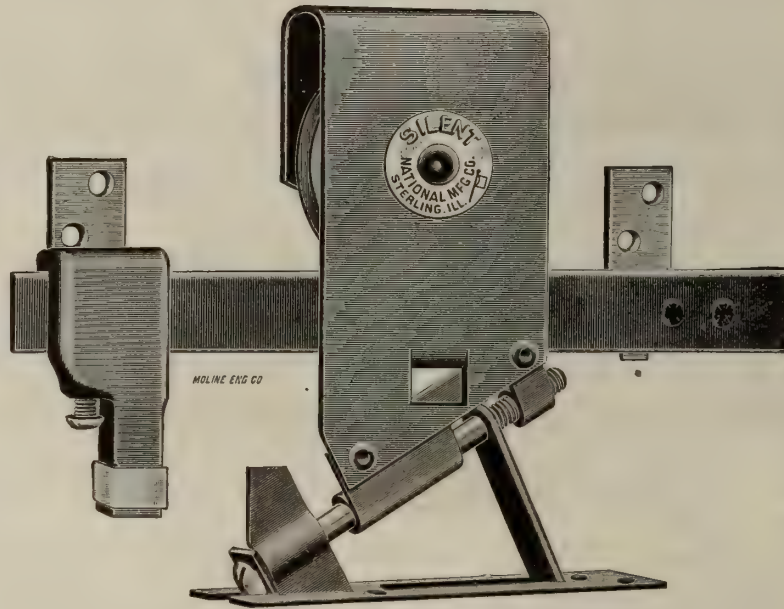
consisting of leaflets and booklets, for mailing or counter distribution, describing the Yale Products the dealer sells.

Address: Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works : St. Catharines, Ont.



“SILENT” PARLOR DOOR HANGERS ARE EASY TO HANG

The most popular feature of this hanger is the ease with which it can be attached to the door. The flexible hinge joint allows the hanger to adjust itself to the top of the door whether square or not. Saves planing top of door to square it up.

Other features are the long adjusting screw with spring-lock nut at the end to keep it from working loose; fibre tread roller-bearing, noiseless wheels; rubber tipped stop and jump-preventing construction.

*Send for our catalog, price list and agency terms.
They're interesting.*

NATIONAL MANUFACTURING CO.
STERLING, ILLINOIS



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

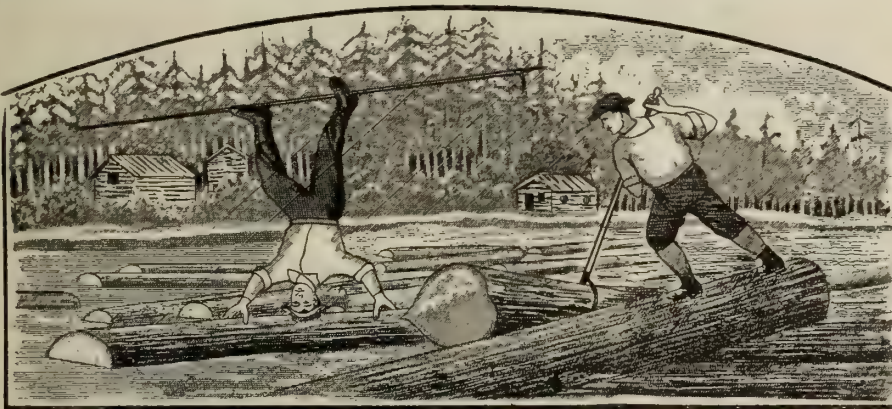
WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

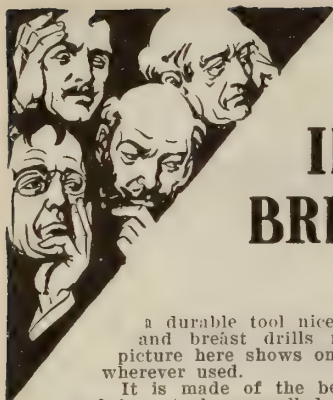
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



Thinkers Decide
in Favor of The
**IMPROVED
BREAST DRILL**
No. 12

a durable tool nicely finished. Of the many hand and breast drills manufactured by this firm, the picture here shows one that has proven most popular wherever used.

It is made of the best selected material throughout, and is a tool unequalled in its class for efficiency and durability.

It is ball bearing with cut gears, changeable from even to a speed of about 3 to 1.

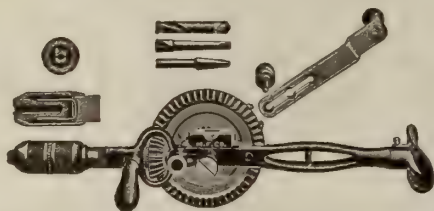
The handles are of cocobola, and the stock and chuck are nickel-plated.

It has an adjustable crank and above the handle there is a level attachment which shows when the tool is being held true.

A thoroughly efficient tool in every respect, and one that will give long, satisfactory service.

Have you read our instructive book, "Tool Practice"? Send for a FREE copy.

MILLERS FALLS CO.
28 Warren Street, New York



A Good Year-round Seller !!

is within your reach. Seize
this opportunity to stock

**The "Tweed"
Sanitary Chemical Closet**

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

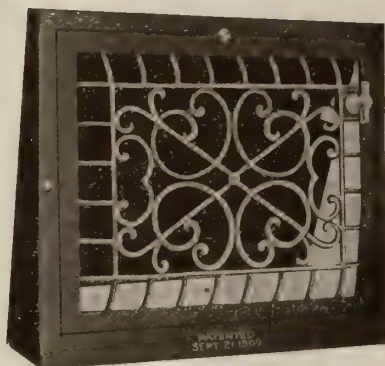
We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.
TWEED - - - ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Smart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

D. PERES' Barrel Brand RAZORS

BARBERS KING

BIG STOCK ON HAND.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

ORDER NOW.

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster

THE "STERLING"

No kitchen is perfectly equipped without one



No. 200—11½ x 18½ x 8 inches

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The "HAPPY THOUGHT" works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a "HAPPY THOUGHT" Catalog at once. Each sale brings a good profit.

**The William Buck
Stove Co., Limited**

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



SOMETHING NEW EMPIRE CANOPY

**The Most Up-to-date
Moderate Priced Cast
Range on the Market**

Best Material Finest Workmanship

Every Part Perfect

Made Square Reservoir and High Shelf

Best Removable Nickel Plate Trimmings

Duplex or Dock Ash Grates 18-inch Oven

5-9 inch and 1-8 inch Covers

AN IDEAL RANGE FOR CITY AND TOWN TRADE

MADE BY

Canadian Heating & Ventilating Co.

OWEN SOUND, ONTARIO

LIMITED

Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

They Produce Substantial Profits

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods. Everything absolutely guaranteed.

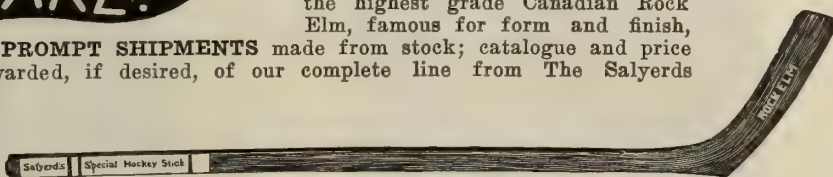
Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

Salyerds
MAKE.

**High Grade
Hockey Sticks**

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

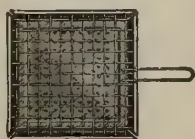
The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

**Your NOTION COUNTER Will Bring Better Results
If You Sell Our**

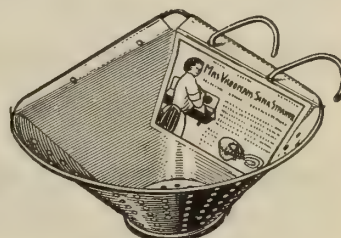
**HIGH
GRADE GOODS**

If you are not selling them send us a trial order at once.

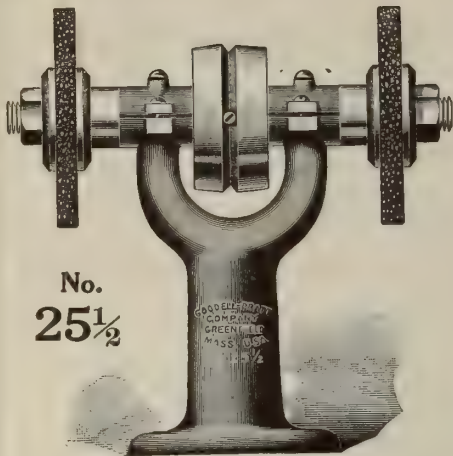
They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd., WATFORD, ONT.
ROCKFORD, ILL.



No.
25 1/2

Some Grinding Heads are so large that only machinery dealers carry them. But Goodell-Pratt's Grinding Heads are designed for light grinding and therefore are small machines. Every hardware dealer will add to his prestige by carrying them in stock and showing them up.

We would like to hear from live dealers.

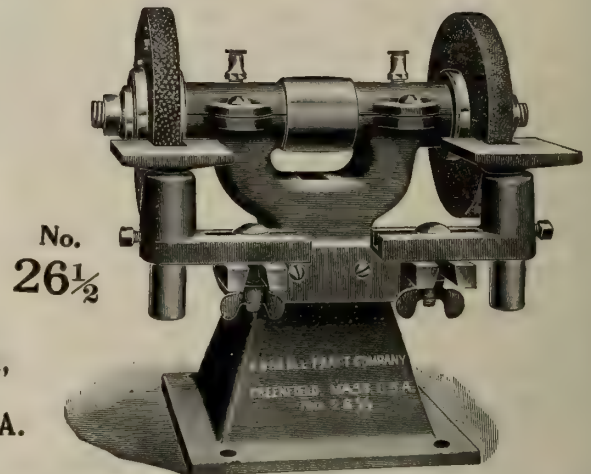
Goodell-Pratt
Company

Toolsmiths

Greenfield,
Mass., U.S.A.

Goodell-Pratt's

GRINDING HEADS



No.
26 1/2



No. 1186 Coal Grate

MANUFACTURED BY

**The Ohio Foundry &
Manufacturing Co.**

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.



NATIONAL STEEL RIM LOCK

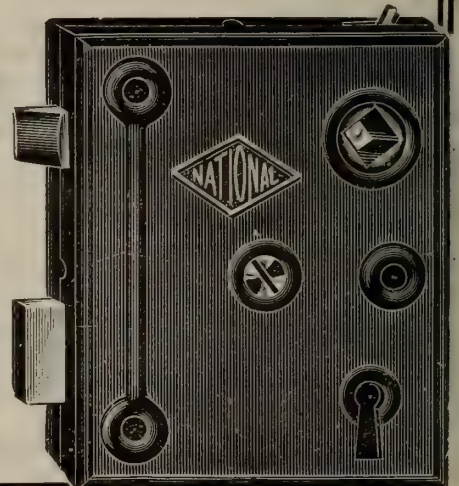
The *National* lock is superior to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

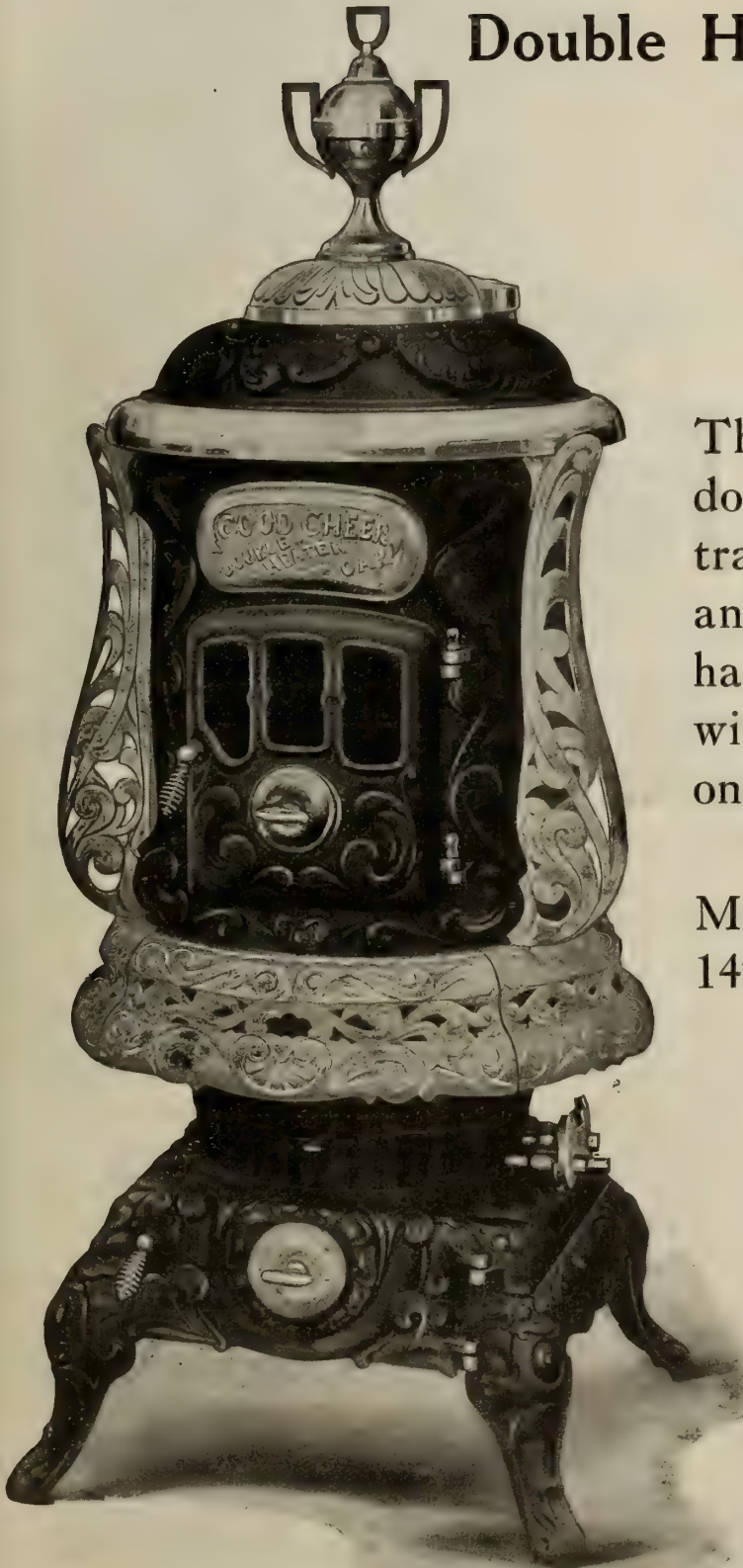
**National
Hardware
Co., Ltd.**

Orillia, Ontario, Canada



The "Good Cheer"

Double Heater Oak



The Good Cheer, with its double heating feature, attractive design, duplex grates and solidity of construction, has become a staple heater with every dealer who has once stocked it.

Made in two sizes:---No. 154, 14" pot, No. 156, 16" pot.

**The James Stewart
Manufacturing Co.**
Limited

Woodstock - Ontario

Western Warehouse:—
156 Lombard St., Winnipeg, Man.

McClary's



"Perfection" self-basting roaster

in roasting meat saves one pound
in three,

retains the natural meaty juices,

requires no basting attention,

makes no greasy splutter in oven.

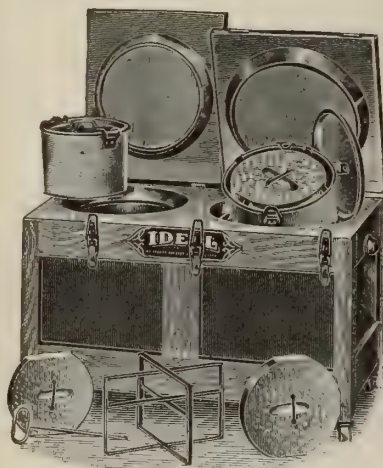
*It gives meat and fowl THAT
delicious flavor*

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon



Pure Aluminum lined "IDEAL"
Fireless Cook Stoves.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line. Write us at once for prices and printed matter.



The Toledo Cooker Company

1608 W. Bancroft St. -:- Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.

"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

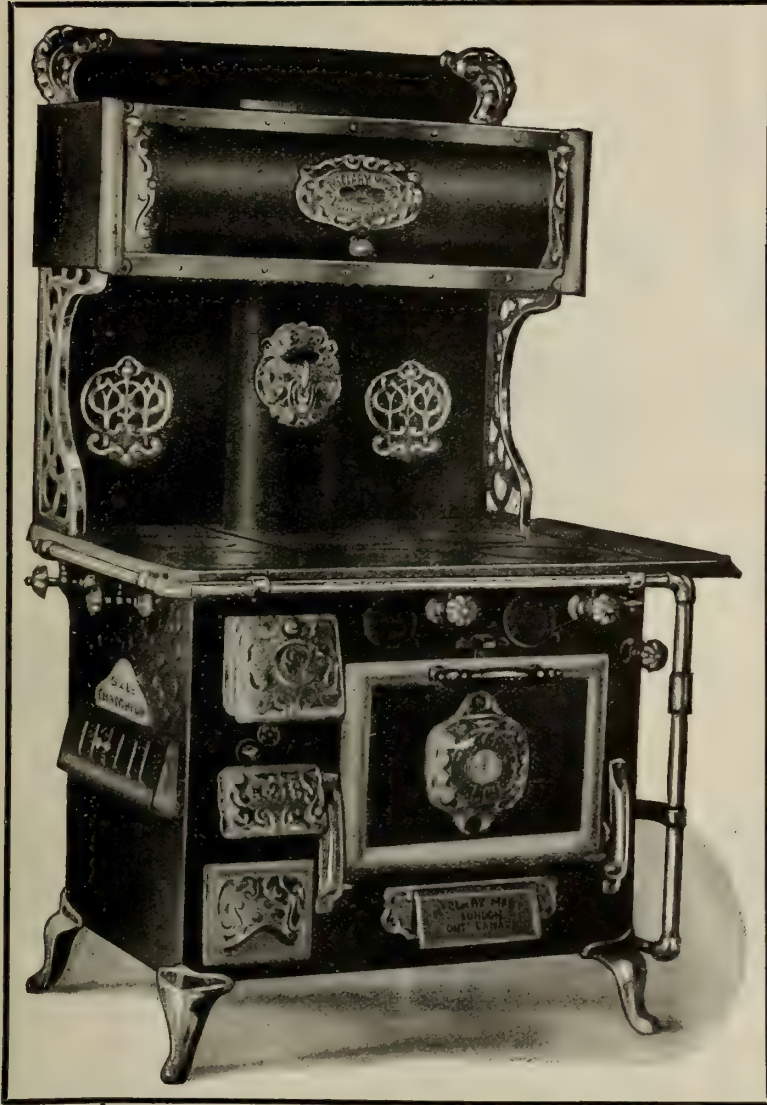
the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started; here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.



"IDEAL" Steam Cookers
—the Cooker with the
whistle.



Sudden Weather Changes
with possible
Fuel Shortage

are sufficient to prove
the adaptability
of the

Champion
Interchangeable
Gas Range

Some Interchangeable Features

Four 5-inch star burners under covers, one broiling and one baking burner.

Strictly sanitary—the enamelled broiler pan and rack can be kept perfectly clean.

The gas attachment (for either natural or artificial gas) does not prevent the range being used as a coal or wood range.

Delay and worry are avoided.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U.S.A.



Your Trade

will appreciate the service giving qualities of our

Roped Extension Ladders

They are ideal for painters and decorators and are absolutely safe. Automatic Hooks lock every round and unlock between rounds.

Easily converted into two ladders. These ladders are strictly high grade. Made of clear yellow pine and rock elm rounds.

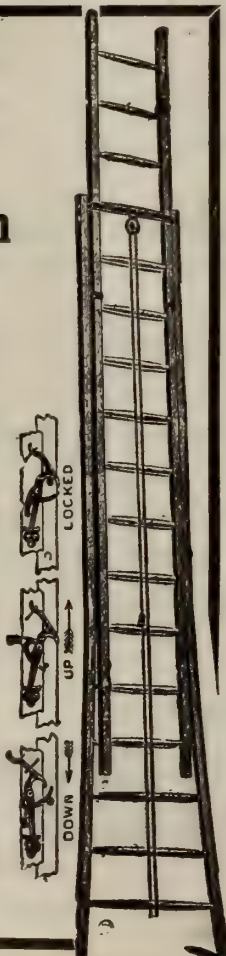
Let us send you a trial order—we want you to be convinced that they are “real sellers” and very profitable.

Write for complete catalog and prices —NOW.

The Stratford Mfg. Co.

Limited

STRATFORD .. ONTARIO



“JEWEL” STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

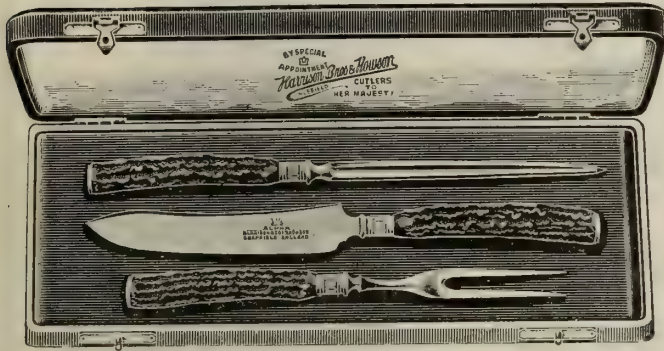
WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**

CARVERS IN CASES

ARE ALWAYS POPULAR AS CHRISTMAS GIFTS.

Ours Sell Easily, Because They Are Great Value For The Price We Ask.



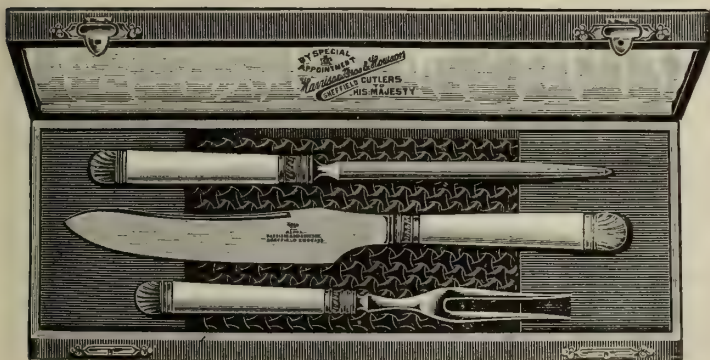
No. 723¹/₄

Beautiful Set Game Carvers, in leatherette case, velvet and satin lined, genuine stag handles, silver plated ferrules, German silver end plates. Made by Harrison Bros. & Howson, of Sheffield.



No. 223¹/₄

Three-piece Game Carver set, in neat leatherette case, satin and velvet lined, genuine stag handles, silver plated ferrules, German silver end plates.



No. 635¹/₄

Three-piece Game Carver set, in neat leatherette case, satin and velvet lined. Ivory grained celluloid handles, silver plated ferrules and caps, 6 in. curved blade bird carver, fork and steel to match.



No. 226¹/₄

Three-piece pearl handle set, in neat leatherette case, satin and velvet lined, silver plated ferrules.

Large Variety In Stock, Not Shown Here, But Illustrated In Our Catalogue.

CAVERHILL, LEARMONT & COMPANY

MONTREAL

MAPLE LEAF

Improved Racer
Lance Tooth
Cross-Cut Saws

"The Proven Best"

The superiority lies in the use of RAZOR STEEL and TEMPERING by our Secret Process.

Maple Leaf Cross-Cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process. If you are in doubt get two saws—one a Maple Leaf and one of any other make and put them to a comparative test under the same conditions. When test is finished you will be convinced that all we claim is true.

Every Maple Leaf Saw is absolutely guaranteed. Be sure to specify it when placing your next order. We also manufacture Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Ice, Hand, Back, Butcher, Pruning, Buck, Saw Tools and Supplies. Large stock of saws in Western Canada at our Vancouver Branch.

Write for our price lists and catalogues.

**Shurly-Dietrich Co.
Limited**

Galt, - Ontario

No. 44
Hollow Back Saws

and 1642 Pandora Street, Vancouver, B.C.

No. 55 Narrow
Straight Back Saws

Personal Chat With You About Ourselves

WHERE ADVERTISEMENTS BROUGHT INDIRECT RESULTS.

A fine new hardware store was recently opened, in an eastern suburb of Montreal.

As usual, one of the editors of Hardware and Metal was promptly on the spot to secure a news item, and a description of the new and interesting features introduced in this store.

The proprietor showed him with pride, the splendid equipment he was installing, and the high class stock he already had on hand.

"You had better put me down for a subscription," he said, after the store had been thoroughly investigated. "I have read Hardware and Metal for eight or ten years, although I have never had to pay for it before."

This young dealer had just graduated from the ranks of hardware clerks. For many years he had been with one of the largest hardware stores in Montreal. He had gradually risen in that store, until he became manager of the Builders' Hardware Department.

All these years, the copy of Hardware and Metal, subscribed for by the firm, was passed to him, as well as to other clerks in the store. He had read it carefully, because he wished to rise in the hardware world.

Especially did he study the advertising pages, so as to learn the latest talking points of the goods he was selling, over the counter.

When he began to think of opening a store of his own, he became even more closely interested in Hardware and Metal. Soon, he would have to buy his stock, and it was to his advantage to learn all he could, about the various sources of supply. The advertising pages of Hardware and Metal were a veritable Buyer's Guide for him.

"Following the tips given in your Market Reports," said this young dealer, "I bought my stock of rope, some little time before I was ready to open my store, and I saved \$22 a ton in that way, for, true to your prediction, rope scored a heavy advance, shortly afterward. I also read in Hardware and Metal that lead pipe was going to advance, and I bought my supply at once, saving quite a handsome amount in this way."

This hardwareman purchased a good share of his stock from two jobbing houses, who have been consistent advertisers in Hardware and Metal. He has bought his lanterns and similar goods, from one of Hardware and Metal's earliest advertisers. His paint stock came from a firm who have always run good convincing advertising in Hardware and Metal.

And so one might run on down the list. This young man, whose name did not even appear on Hardware and Metal's subscription list until he opened his own store, had bought thousands of dollars worth of goods from firms

whose strong advertising in Hardware and Metal had made him perfectly familiar with what they had to offer.

There must be many such cases in Canada—how many it would be hard to say. But it is certain that almost every copy of Hardware and Metal, in its nation-wide circulation, has at least two or three readers.

And all these readers are potential, if not actual buyers of hardware. They are open to the influence of Hardware and Metal's advertising pages.



THE WEEKLY PAPER IS A NECESSITY.

Markets are moving in these days. Price changes take place unexpectedly. And they are nearly all advances.

The dealer who does not know the trend of the market stands many chances of losing money.

That editorial in the November 2 issue of Hardware and Metal entitled "A Record Week," has set a great many people thinking on this subject.

Eighteen price changes in hardware in one week! Higher prices quoted on sixteen different commodities, and lower prices on two! And news of these remarkable movements was carried promptly to the trade throughout the nine Canadian provinces in the October 26 issue of Hardware and Metal.

It is becoming more and more apparent all the time, that Hardware and Metal, Canada's only weekly hardware paper, is a real necessity to the hardware trade of Canada. It is the only way by which hardwaremen in the cities and in the smallest towns can keep closely in touch with the prices which prevail at all the important distributing and manufacturing centres.

Practically every hardware dealer in Canada is a paid subscriber to Hardware and Metal, because it means money in his pocket. His business needs it. That is why he not only cheerfully pays his subscription, but reads the paper, and reads it carefully.

Twenty-four years ago the first copy of Hardware and Metal was issued. The paper came into existence to fill a real need in the trade, and it has been filling that need more perfectly every year.

During the past twelve months Hardware and Metal has admittedly given the best service in its long history. It stands forth to-day, even more truly than ever before, as an undoubted necessity to every wideawake hardwareman in Canada.

And Hardware and Metal is the only trade paper published, which is recognized by the Canadian hardware trade, as essential to their business welfare. Naturally enough, it receives, on all sides, that careful and thoughtful attention, which makes its advertising pages the unrivalled medium for reaching Canadian hardwaremen.

ATTENTION
BIG GAME HUNTSMEN



YOU
WANT THE BEST
DOMINION IS
FULLY GUARANTEED

ANTI-DUST

**SWEEPING
POWDER**

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

We are now distributing free samples to every house in Toronto—other cities and towns will be sampled in the same way. Take advantage of the big sales which will result.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa,

Toronto,

Quebec,

Winnipeg

Arrangements Made at Joint Meeting

Convention and Exhibition at Hamilton During Week of February 17—Reception to be Held on First Night—Manufacturers Will Tender Dinner—Plans Are Being Carried Out Energetically.

PLANS are already well under way for the convention and exhibition to be held in Hamilton during the week of February 17. The executive officers of the Ontario Retail Hardware and Stove Dealers' Association met jointly with the directors of the Canadian Hardware Manufacturers' Exhibitors' Association at Hamilton. Arrangements were then discussed and confirmed. Details of the programme decided upon will be found below. At an earlier meeting of the directors of the Manufacturers' Exhibitors' Association, arrangements were made for the exhibition, which promises to be most extensive and interesting.

HAMILTON, Ontario.—An important meeting of the directors of the Canadian Hardware Manufacturers' Exhibitors' Association was held at Hamilton, arrangements being made for the exhibition to be conducted in that city in February in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers Association.

The directors present at this session were: A. A. Bittries, Adam Taylor, F. M. Tobin, C. E. Stewart, M. R. Griffith, J. A. Hossack and J. W. Moneur, representing the exhibition and entertainment committees respectively.

It was announced that the association had secured the services of A. W. Hunt, Secretary of the Western Fair Association. Mr. Hunt will act in the capacity of exhibition manager at Hamilton in February.

Joint Meeting Held.

A joint meeting of the directors of the exhibition association and the executive members of the O.R.H. and S.D.A. was held at 3.30 in the afternoon. The Exhibitors' Association was represented by the directors and representatives who had been present at the first meeting. The representatives from the O.R.H. and S.D.A. were M. S. Madole, W. Wrigley, F. Otton, D. A. McNab and J. Caslor. Matters were gone into closely and arrangements were made for the convention and exhibition as far as is possible at this early stage.

Headquarters Adopted.

The Waldorf Hotel was selected as the headquarters of the O.R.H. and S.D.A. The Royal Hotel will be headquarters for the Canadian Hardware Manufacturers Exhibitors' Association.

Programme Mapped Out.

The programme for convention and exhibition week was also arranged. On the evening of Monday, February 17, there will be a reception at the Royal Hotel.

This will serve as a splendid opportunity for those in attendance to get acquainted before the actual work begins. The idea is in the nature of a departure from the procedure in past years, but it is believed that it is along the right lines and will have the effect of getting the delegates more closely together.

The exhibition will be officially opened at 9 a.m. on Tuesday. It will be thrown open to the public on Tuesday, Wednesday and Thursday evenings. The exhibition will be open to the hardware trade during the daytime on Tuesday, Wednesday, Thursday and Friday.

The business sessions of the two associations will be held on Tuesday, Wednesday and Thursday of the week.

A Joint Session.

A joint meeting of the two associations will be held, to which the representatives of the hardware jobbers will be invited. The time set for this interesting session was Thursday afternoon at 4 o'clock.

To Give a Dinner.

A dinner will be tendered by the Manufacturers' Exhibitors Association on Thursday at 8 p.m. Where the dinner is to be held has not yet been decided.

Active Preparations Begin.

No time is to be lost in making preparations. Already a floor plan of the 13th Regiment Armory, where the exhibition is to be held, has been secured. This will be arranged into spaces and prospective exhibitors will be able to secure spaces at once. Already quite a number of applications have been sent in.

A decision has been reached with reference to the style of booth to be used. The booths will be constructed to give the exhibitors the best opportunity for display. It is announced that, from the present outlook, the exhibition will be a most large and representative one.

OFFICERS ELECTED.

Officers for the ensuing year were elected at the quarterly meeting of The Dominion Commercial Travelers' Association held in the Board of Trade Building, Montreal, on Saturday night. Mr. J. M. Fortier was chosen president, with H. M. Levine as first vice-president, W. C. Murray, second vice-president, and Maxwell Murdock, treasurer. Five new directors were elected: Messrs Buzzell, R. Brosseau, M. W. Hackett, W. J. Irving and A. A. Markus. Five directors remaining in office for the coming year: Messrs C. M. Cameron, J. A. Bernier, J. F. Featherston, G. Laffolly, and L. F. Moore.

Chas. Gurd, retiring president, presented a statement showing the association to be in a very satisfactory condition. The membership during the year has increased to seven thousand, nine hundred and nineteen. It was decided to hold an annual meeting, like that of last year, and this will take place at the Windsor Hotel, Montreal, on December

WILL MANUFACTURE LOCKS.

The Taylor-Forbes Co., Guelph, have purchased the lock equipment, including dies and tools, which were owned by the Wilcox Manufacturing Co., formerly of London. The equipment cost the company about \$20,000 to produce. The Wilcox Co. went out of business immediately after the equipment was made up.

The Taylor-Forbes Co., intend to establish another plant for the manufacture of locks and lock sets. This will be done immediately. It is anticipated that the number of men employed by them will be increased by about 200 as a result of the new enterprise.

The Advent of the Hardwarewoman

Mrs. Greenwood, of Toronto, has been conducting a Hardware Business for Two Years. With Considerable Success—Neatness and Services are Features of Her Store—Has Made Big Success of Paint Department.

It is not altogether new to find a woman engaging in trade. In recent years quite a few of the fairer sex have taken up a business career. However, in most cases, they have confined themselves to those lines with which they as women are familiar. It has been customary for women to open stores for the sale of confectionery, ladies' wear and other lines which they might be expected to understand.

It is something new and unusual, therefore, to find a woman engaging in the hardware business. Here the line has been crossed and they have left the country with which they are acquainted, as it were and are now entering upon a new and unknown one. They are treading on the ground which the stern sex have hitherto believed it was possible for them alone to travel, and which they thought was beset with trials and tribulations enough for man without being undertaken by any of "the female of the species." However, such is now the case, and a bow will have to be made to the retail hardwarewoman. Not alone is this because of the uniqueness of hav-

ing a woman engaged in the trade, but also for the aggressive and business-like methods which the new entrants in the hardware business have shown.

Toronto can lay claim to having a retail hardwarewoman, Mrs. A. Greenwood of 341 Pape avenue. Her store is situated two doors north of the Gerrard St. car line. She has been in the business two years. When she commenced, she had only a limited knowledge of the hardware business. It is not a trade in which a success can be made without understanding but, with a careful study, she has gained a good insight into even its most complicated phases. Moreover, she adopted business-like methods which would do credit to many of the other sex who have been in the business for a great deal longer time.

Neatness Marks Displays.

For instance, Mrs. Greenwood gives a good deal of attention to her show windows, so much so that she credits them with bringing her a good deal of business. "I advertise through my windows," she says, "and they certainly bring me good results." The store has two and they

are cleaned and dressed regularly once a week. Neatness marks the displays. To add to their appearance, the floor of the window is neatly covered with felt cloth as is also the wall side on which are generally fastened brushes, tools or some other line in an unusual design that shows them up well.

Timeliness of display is believed in. For instance, with the first touch of cold weather heating accessories, such as stove pipes, elbows, coal scuttles, shovels, etc., were shown in one window. When it was changed a housecleaning line was shown. One window, a good deal of the time, is devoted to tools, for which she has worked up an appreciable trade. The reason for this, Mrs. Greenwood believes is that she carries a larger variety than most of the stores in that district and the workman always goes to the store where he feels he will get what he wants.

Supply all Needs.

In fact, it is just this point that Mrs. Greenwood believes a good deal of the success of a hardware business depends upon. "Impress customers with the fact that you can care for all their



Interior view of store of Mrs. Greenwood—The proprietress is also shown in the picture.

wants," she says. "It is one of the best methods of bringing them to the store again. I try to handle all work and supply all needs."

She tells of a case of a woman who brought a small wall case containing an address that had once been given to her departed husband, to the store to have it fitted with a new glass. The family had attempted to do the work at home but had failed as well as injuring the case. The woman wanted it fixed up. This work did not really come within the range of what is expected in the hardware store. However, the work was taken. In a week the case was returned to the customer in a practically new condition, really somewhat to her own surprise. The time given to the work was much more than the remuneration but one customer was convinced, thereby that the store could care for all work. This is always a good advertisement for a store.

Good Business Mottoes.

Along the same lines are Mrs Greenwood's mottoes, "You have to have the variety," and "You have to have the goods when the people want them." Her method of following the first motto is by buying rather in small quantities but maintaining a good assortment "However," she says, "I often buy ahead if it is necessary to make sure of the goods at the season when they will be in greatest demand. You have to have the goods when the people want them or they are of no use to you." In fact, summed up, service is the keynote of the business.

Increase in Paints

One line in which sales have been increased considerably this year is paints. A brand was taken up last spring and pushed strongly with the result that business in this department has been improved appreciably. One of the varieties featured has been flat colors for interior walls, woodwork, etc. The work that can be done by this line was demonstrated by actual painting of a screen about 9x5 feet. This was made out of oil cloth fastened on a framework. The lower portion showed plain painting. One side of the upper, showed a border effect which could be executed by means of stencils which the store sells. The other side of the upper portion was a painting of a hill with a number of trees on it. The painting was done by Mrs. Greenwood, herself, and was a good method of driving home to customers just what it was possible to do with this particular paint.

But this painted screen served a double purpose and is doing so at the present time. It was placed at the rear of one of the windows to serve as a background. There it could be seen by

passing customers and as a result the sale of this paint has been materially increased while many stencils have also been sold.

The business-like methods that have

been used by Mrs. Greenwood, one of the pioneers of her sex in the hardware business, demonstrate that the fairer sex may yet be a factor to be reckoned with in this trade.

The Grand Master Key Is Lost

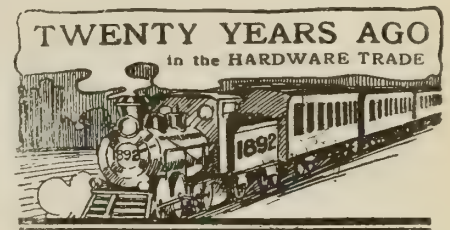
New Locks May Be Installed as a Result in the New Canadian Pacific Railway Station Addition at Montreal, at an Expenditure of Thirteen Thousand Dollars.

The loss of a key is always a more or less serious matter, but with the development of locks and keys which has come in recent years, a loss may be of such moment that thousands of dollars are necessary to repair the harm. This fact has just been brought out in Montreal, where the Grand Master key for the new Canadian Pacific Station addition has been lost or stolen.

The Durand Hardware Company, of St. James Street, secured the contract for supplying locks and keys. Each lock was to be distinct, with a special key, but for each department there was to be a master key, which would open any door in that department. Then there was to be a Grand Master Key which would open any door in the whole addition. It is this master key which has disappeared, the suspicion being that it was stolen. That, however, is of minor importance. The great thing is that the loss of this Grand Master Key will likely make necessary the installation of a complete new set of locks. That would require an expenditure of approximately \$13,000.

When it was discovered that the Grand Master Key—which had been delivered into the hands of a responsible party—was missing, a stir naturally resulted. It was soon found that other locks and keys were gone and a watch was instituted. Nothing was discovered, however, until a man entered the Durand Hardware Co. one day, asking for a duplicate to a key which he showed. The clerk recognized the key as one which went only with the locks which had been used in the new C.P.R. building. He, therefore, gave the information to the proper source, and Special Constable Boisjoly, securing a search warrant, went to the suspect's place of abode, finding on the door of the boarding house, it is alleged, one of the locks missing from the C.P.R.

The trial has not come off yet, and it is not known if this man took the Grand Master Key; but at present this is missing, and new locks will probably have to be supplied.



The following items were taken from the issue of Hardware and Metal of November 19, 1892:

"A topic for discussion with merchants in every line of business at Montreal at the present time is the proposition of both the big railway companies to levy an extra charge for delivery at all points where the company places the goods direct at the warehouse."

Editor's Note.—At the present time a fight is being waged against a proposal of the railroads to increase the cartage rates. The cost of cartage has increased very materially in the twenty years that have ensued and each change, it may be added, has been contested.

* * *

"Guelph's merchants and others interested seem to be somewhat jealous of the proposed electric railway between Hamilton and Guelph. They have an idea that it will divert the trade which naturally comes to Guelph now to Hamilton and that such a railway would be an injury to the city unless it were extended northward."

Editor's Note.—This radial road is still a matter of the future, although it has been more or less actively promoted ever since. It is indicative of the change in sentiment since that now Guelph looks with favor on the suggestion of linking up the two cities by radial connection.

* * *

"Warden King & Sons, founders, etc., have purchased a large tract of land on De Lorimier Ave., Montreal, close to the establishment of the Messrs. Abbott. They will erect large works there and devote their attention to boilers, fittings and soil pipe."

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE BIG DUTY OF TO-DAY.

Every hardwareman knows to his sorrow that, when times are hard, it is almost impossible to make collections. If money is scarce and the outlook dark, people hold on to their cash with grim deliberation, quite oblivious of the fact that the merchant needs money as much as they do. The way of the collector is hard in such times.

It follows that the merchant should take advantage of prosperous times to push collections vigorously. It is comparatively easy to obtain payment on book debts when times are prosperous and people have money in more or less free quantity. Strike while the iron is hot; otherwise, collect when the money is to be had.

At the present moment, Canada is enjoying most complete prosperity. The prospects for the future are bright. Men carry their heads high with an air of optimism and confidence seldom seen. This, then, is the golden opportunity for dealers to push their collections and gather in money outstanding.

We know nothing which can be considered of more importance at the present moment. Hardwaremen should push collections hard.

LEAKS—THEIR DETECTION AND PREVENTION.

With this issue is started a series of articles on leaks in the hardware business. Leaks are found in every business, even when the hold has been calked with what may seem the most watertight of systems. No business system is perfect, and, therefore, no business is devoid of leaks.

Leaks in the retail store are generally small, so small that they are never noticed. That is why they exist in such large numbers and why they are so dangerous. Leaving lights burning in the cellar, neglecting to save remnants of rope, carelessness in handling glass; these are typical of the smaller leaks. There are larger ones, and it is our intention to deal with them also. It is the small leak on which attention must be concentrated, however, for it is there that the losses arise.

Have you ever made an investigation to see where small losses in your business could be prevented? If you have, what did you find? It would be interesting to

other hardwaremen to learn of your experience and Hardware and Metal will be glad to print them. Write us on this subject.

"QUALITY" TIMES, THESE.

"Our contention is that the consumer in a country as prosperous as Canada is ready to pay for a good article."

Right. This extract from a letter received by Hardware and Metal from a Canadian manufacturer, sums up in terse form a truth which a good many hardware merchants have failed to grasp. It is, perhaps, the one outstanding feature of retail merchandising to-day. The ultimate consumer has a taste cultivated to the point where he wants the best; and the money withal to satisfy that taste.

Back of the high cost of living lie many causes. One of them—and not the least—is the lessened tendency to live close. People want the best. As general prosperity has been very marked of recent years, people have had more money to spend. They still have plenty and, as there are no indications of the pendulum swinging back to the side which marks the lean years, they will continue to have enough to buy freely.

This statement of undoubted conditions provides food for thought for the merchant. The policy of pushing quality goods in what might be termed a quality year is very apparent. At the same time, the merchant cannot take too much for granted. If he sets out to educate his clientele to buying the best goods, he must expect to have everything in keeping.

Progressive merchandising methods are necessary to build and hold a demand for the best goods.

READING WHICH IS VALUABLE.

Much is said, from time to time, upon the subject of reading. President Elliott, of Harvard, was daring enough to mention books which could be crowded upon a five-foot shelf, and which would contain practically all the wisdom of all time—or at least as much of it as one man could well digest.

Much is said of books, and much of magazines and papers, yet comparatively little is the question of how to read considered. After all, perhaps it is not so much what is read as how it is read which counts.

Getting right down to things that interest hardwaremen most closely, how do hardwaremen read papers which are of value to them from a business standpoint. One was speaking of reading the other day, and remarked: "I see Mr. ——— has moved to the West, to open up business there. I wonder why he went? Did he see a bigger future?"

Later he spoke of a policy adopted in another store. "Wonder," he commented, "how that will work out. If it pays them it should pay me."

This man was using his reading. To him the printed words were just starting points for his own thoughts. He brought everything home to himself. Sifted it through the sifter of his own needs and his own experience. Always, probably, he cannot reach a decision, but he has acquired the sifting habit, and naturally his business shows the result. This man has power to initiate; but he has also the power—and a power almost as valuable—of being able to learn what others are doing, and to take from these systems what will be best for his own store. Often the system, as he applies it, is vastly different from that of which he first read. He has gone beyond the suggestion, but his system is the result of that train of thought started by the reading of an article.

To read like that is a great thing. To-day men do not want to simply swallow the opinions of others. But if they can take the opinions and experiences of others, and upon these ponder and consider, until they get something which is valuable to them personally—then indeed are they the gainers for their reading.



RETURNING DRAFTS.

A correspondent expresses surprise at the number of merchants who make a practice of returning drafts without any explanation. This practice is unfortunately very common and it is, undoubtedly, a weakness which should be corrected.

The reasons which merchants have for this procedure are various. Some do it because they are short and hope in this way to relieve themselves temporarily. One cannot help but feel that the merchant who was really pressed for funds would do better to openly ask for longer time rather than to attempt evasion of payments when they come due. But this reason is not the most common one. Many firms which have undoubtedly standing and are financially as sound as a rock, send back drafts regularly, without explanation and, apparently, without reason.

This is unfair in every sense to the wholesaler. The jobber has financial worries of his own and he depends upon receiving payments from retailers just as much as the dealer depends upon his customers. If the retailer defers payment, without good reason, he may cause the wholesaler considerable difficulty. The retailer expects fair treatment from the wholesaler and should be ready to reciprocate.



POINTED EDITORIALS.

The Christmas season may now safely be said to have started.

* * *

Next issue will be devoted to the Christmas trade. It will be an unusually interesting number.

* * *

As predicted, glass has been advanced in price. Conditions warranted this advance months ago.

* * *

Watch for the particulars of Hardware and Metal's Christmas window contest. The details will be announced next week.

* * *

A good salesman is a good judge of human nature. Get close to the mental viewpoint of the customer and you never fail to close a sale.

* * *

Despite opinions sometimes expressed to the contrary, cement can be used right through the winter months. It follows that it can be sold during the winter as well.

* * *

A correspondent of the Ironmonger points out that in many hardware stores, windows are a liability rather than an asset. There is a measure of truth to this. If proper use is not made of the windows, they are more likely to check than to advance the sale of goods.

* * *

The election of Woodrow Wilson to the American presidency will mean a revision of the tariff downward. In view of the fact that business men on the other side of the line are not manifesting any perturbation, no alarm need be felt that Canadian trade will be affected to any appreciable extent.

The Price Tendency

THE tendency of the market is more pronouncedly upward than ever before. Advances in price are announced regularly, and anyone who has carefully followed the market prices in Hardware and Metal for the last two months will realize how general the tendency is. It has not been confined to any one department or branch of the hardware business. It has spread to all departments and, if conditions noted at present do not mislead, it will manifest itself before long in many lines which have not heretofore shown any advances.

In this issue a great many price changes are announced. Spring steel, machine steel, wire nails, roofing, iron pipe, window glass, lead pipe, Canada plates, are among the items which are reported to have advanced in certain localities. Reports come from the United States to the effect that hatchets and axes have been advanced there 5 per cent. It was predicted in Hardware and Metal some weeks ago that hatchets would go up. No change has yet been made here, but the announcement of the advance in the American article, seems an augury that our prediction will be borne out before long.

Many lines are reported to be on the verge of advancing. Cutlery, for instance, will almost certainly command a higher price in future. Some lines of builders' hardware are so firm that it would cause no surprise if higher quotations were fixed.

There are many reasons for the advancing market. One of the foremost is the fact that hardware prices have not been as high as prices asked for other lines. Hardware has been one of the last, if not the last, to respond to the general price advance of the last five years. Despite the increase in cost of manufacture, higher wages and higher cost of raw material, the finished product which goes from factory to hardware store has shown a much smaller advance than other goods. This could not continue indefinitely, however, and the movement now felt is a natural tendency toward readjustment. Hardware, having been below the level of present day prices, is being shoved upward by uncontrollable forces. Even with the advances now being put into effect, hardware will sell at figures which are, comparatively speaking, low.

The direct cause has been the rapid increase in the cost of metals. Higher manufacturing costs are to be reckoned with also in determining the reason for the general tendency of prices to seek a higher level.

Hardware dealers should recognize the full significance of present market conditions. The realization is being brought home to them that hardware goods are going to cost more. It will, perhaps, not be possible to buy in future at present prices even. The only resource left to the dealer is to advance his prices in accordance. The inference to be drawn from present conditions is so obvious that dealers should begin to educate the public to the fact that higher prices must be paid. If this can be driven home now, dealers will save themselves much trouble, and perhaps loss, in the future.

Window Display Suggestions--Sporting Goods

A Realistic Window Arranged in Limited Window Space—How the Rock Effect Was Secured—Figure Was Cut Out of Beaver Board—Each Step in Construction Explained.

The hunting season is still on and, accordingly, interest in the subject of guns and ammunition is being maintained. The first suggestion in the present series was for a large display of hunters' necessities. Herewith is presented a suggestion for a display of guns and ammunition suitable for smaller window display. While the idea carried out could be used to splendid effect in large window space, it will be observed that it has been made particularly effective for the rather restricted space at the disposal of the trimmer. The complaint is often heard: "How can I arrange anything realistic or out of the ordinary, when I haven't the room to do it?" The display reproduced herewith is an answer.

As will be seen from the photograph, the figure of a lynx was shown on the top of a rocky declivity. The rock formation had been worked out with careful attention to detail and a degree of skill which made it quite realistic; and effect

heightened by the leaves and brambles at the top.

How It Was Done.

The frame for the rock formation was first built and erected in the window. Then it was covered with factory cotton and sticks and twine were stuffed inside. By varying the amount of stuffing thus provided, the surface of the cotton was rendered rough and uneven.

The steps taken to paint the cotton to represent rock will be found interesting. The cotton was first coated with whitening mixed with La Pages glue and water. While this was still wet, the surface was painted over with raw umber, prepared the same way as the whitening. After that, lampblack was worked in after being prepared the same way, with glue and water. The reason for introducing the water into the mixtures was to shrink the cloth. When dry it became quite tight and fitted across the twigs and branches beneath with a rigidity which suggested rocks most closely.

The work of shading was found to be a matter of judgment. After the whitening had been applied, the surface was quite white and the introduction of the umber and lampblack gradually changed it to a dark gray color.

Cut Out Figure of Man.

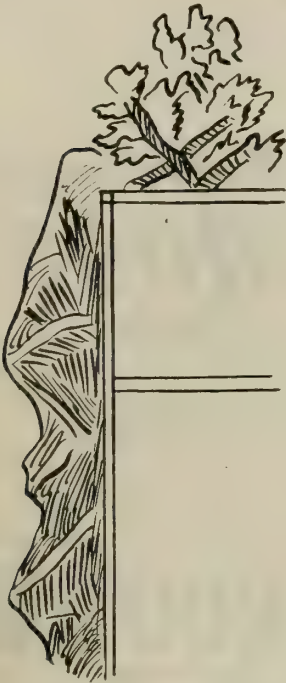
The figure of the man presented considerable difficulty. It was cut out of beaver board and painted. The body was colored a dark blue with a red scarf, brown being used for the hat and leggings. Flesh tints were used to paint the face. The rifle was also cut out and was painted natural tints.

The rest of the display was simple enough. The top of the frame was covered with twigs and leaves. The introduction of the stuffed figures of a lynx and a bird added the necessary realistic touch. The floor of the window was covered with moss and leaves and a good assortment of cartridges was strewn along the ground. Rifles were placed in each corner.



A realistic display of sporting goods—This suggestion can be followed with good effect.

This display was designed and trimmed by Gordon C. Colville, of Fort William. It was placed in the window during the



Section of window showing how rock formation was built up.

height of the hunting season and attracted a great deal of attention.

TO PROMOTE EARLY BUYING.

Chatham, Ont.—“I believe that concerted efforts by merchants in all lines of trade will do a great deal to bring about early Christmas buying among customers,” remarked a merchant the other day.

“Earlier advertising of all sorts will help to interest the public in Christmas goods. It isn’t enough to tell them that they ought to buy early and avoid the rush; we should drive home the fact that a better selection can be made at the beginning of the season, when the stores are not crowded. Of course, merchants must have the goods stocked in plenty of time to permit the wise ones among the customers to make a selection. Then the merchant should aim to interest the customer in specific articles. It isn’t sufficient to urge early buying in the abstract.

“A well-worded and logical circular letter to regular customers is about as helpful as anything.

“Then I think it is worth while to get the local newspapers to take part in an early Christmas buying campaign. Often they do it voluntarily; in any case they will do it when asked by the merchants. Editorials, clipped matter from other papers, funny jingles, are all helpful in interesting the public and getting

them out before the last awful week of the Christmas rush. The newspapers can handle the campaign from a general point of view; and individual merchants should follow it up by specific advertising of the Christmas goods they have to offer.”

FEATURING BRASS GOODS.

That brass goods will be more than ever a feature of the Christmas trade this year, is the opinion of hardware merchants who follow closely the trend of popular demand throughout the seasons. “Last year,” said one this week, “there was a heavy run on brass goods about the holiday season, in particular, and this year we are stocking more largely than ever in these lines. Fancy articles of many sorts, of ornamental design especially, will be an important fixture in the displays at the holiday period this year, and in our place we are planning on boosting the sales from our brassware goods from early in the period of Christmas suggestions. It is a department which has not been worked satis-

factorily in this city, but while a start was made last year, we are intending to give a further impetus during the holiday time this season.”

WANT HIGH GRADE STOVES.

St. John, N.B.—The demand for stoves here, according to the statement made by a number of the large dealers, has been remarkable. The difficulty has been to keep up with the orders, for the large stocks secured early in the fall have been exhausted, and now trouble is being encountered in getting the goods from the foundries on time.

An exceedingly encouraging sign in connection with this heavy sale is the quality of the ranges and heaters wanted. High priced stoves have been the ones most in demand. There appears little desire for a cheap article.

Mr. Baly, of Greencourt, Albert (200 miles north-west of Edmonton), was in Toronto last week on business.

Making Use of “Left Overs” in Stock

The First of a Series of Short Articles on “Leaks” in the Store—Small Items Which Soon Run Up to Considerable Totals—Put Responsibility on Sales Staff.

Great judgment must be used in the hardware trade to avoid waste, just as well as in any other line of business. It is quite a common custom amongst dry goods merchants to hold what is called a remnant sale at which remnants of all kinds are disposed of. While this is a highly practical method for the dry goods retailer, it can scarcely be applied, at least in the same way, to the hardware dealer.

Carelessness over small matters on the part of employees will soon run up large bills which must be met by the employer. Not that the employees are wilfully careless, and intentionally waste goods, but just through lack of judgment on their part many small items make a large total.

How many salesmen, before cutting into a new sheet of metal, look around to see if there is not a piece already cut into which will fill all requirements? Or, are always careful to cut glass from the smallest size possible? Or, when through accident, a pane of glass is broken, how many strive to cut standard sizes from the broken pieces? These are only a very few examples. There are a great many similar cases which any hardware dealer could mention on a moment’s notice. Many of them may seem trifling and of

little importance, but all count up in the end, especially when repeated from day to day.

With regard to overcoming this waste through lack of judgment, different merchants employ different methods. Instances cannot help but come before the managers’ eyes at some time or another, and each gives a chance to impress upon the mind of the salesman the importance of looking after such things. Great care must be taken, however, in dealing with the situation to see that a reminder is always for good and not for harm.

Many merchants find it a good plan to make the salesclerks feel the responsibility of their positions. Whether a clerk is making big wages or not he always takes a certain amount of pride in feeling that he is bearing some responsibility, and that the success of the business depends to a certain extent on him. The feeling of responsibility will make him careful over a thousand matters which before he had neglected, and creates a much better attitude between employee and employer.

Thus, with greater interest taken in the welfare of the firm, greater care is taken to make use of “leftovers,” and one of the leaks in the hardware trade is at least partially stopped

Suggestions for Seasonable Show Cards

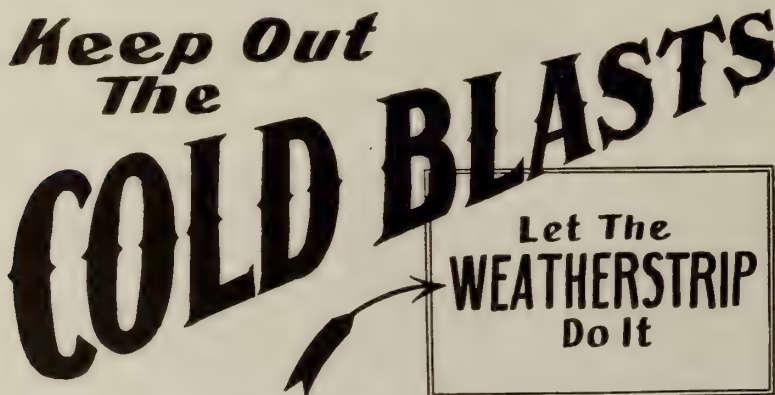
How the Appearance of a Card Can be Improved by the Use of Borders and Arrows—The Introduction of Two-Color Effects is Always Found Valuable — Practical Hints to Follow.

You never know what you can do until you try. This truth applies with much directness to the question of card writing. A first glance at the suggestions presented herewith would give the impression that they were extremely intricate and difficult to execute. In reality, these cards are samples of plain lettering with borders and arrows introduced. The use of borders does not brighten the difficulty of the task, although they wonderfully improve the effect of the finished card.

Look first at suggestion number 1. The lettering on this card is not in any sense difficult. By drawing converging lines diagonally across the card and carefully

perative. In addition to that, there are many buildings now nearing the point where roofing will be applied. It is, in consequence, a seasonable opportunity for the hardwareman to push roofing. Why not arrange a window display? If a window display is decided upon, a card will be needed.

The suggestion can be followed without difficulty by just sketching in the lay-out with lead pencil. The next step will be to ink in the lettering. By inking in the border and circle last, a neat and effective card will result. Two colors could be used with good effect in this case also. If the name of the roofing were printed in red, it would stand out



Suggestion No. 1.

spacing out the letters, the lettering of the words "cold blasts" can be neatly accomplished. This is a plain, heavy letter. The points at the sides can be added after each letter has been made.

Using Two Colors.

The use of two colors adds materially to the appearance of a card. In the case of suggestion No. 1, the arrow pointing to the word "weatherstrip," could be printed in red. This would serve to brighten up the card and would give double emphasis.

Neat Roofing Card.

This is one of the seasons of the year when there is a big demand for roofing of all kinds. The coming on of winter makes the need of a watertight roof im-

from the body of the card and catch the eye.

A Timely Effort.

Although the hockey season is still some time off, the hardwareman must prepare for the trade that comes with the first day of freezing weather. Suggestion No. 3 is for use with a display of hockey sticks. This card, again, is planned along simple lines and should not prove hard to follow. The lettering on the word "hints" is executed by just making a black letter and outlining it after. One point to be borne in mind in following this style is to leave sufficient space between contiguous points—as, for instance, between the T and S—to allow for the double outside rule.

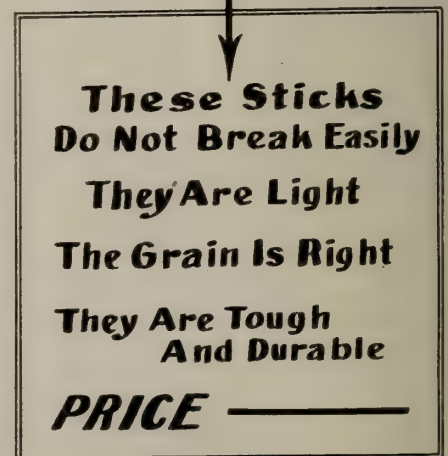
A Watertight ROOF



Suggestion No. 2.

If the arrows were printed in red, the effect would be striking.

HINTS TO Hockey Players



Suggestion No. 3.

Lighting and Decorating the Store

Ideas for Use in Handling the Christmas Trade—The Importance of Having the Store Well Lighted Up—Avoid Fire Risks in Planning Decorations—The Lines to be Featured.

There are two features to which special attention must be paid at this season of the year if hardwaremen wish to get their share of the Christmas trade, namely lighting and decorating of the store. Of these lighting naturally comes first. In order to make displays of any value they must be arranged so that the greatest amount of light possible will fall on them. They must also be arranged in such a way as to have the light show them up to the best advantage.

For the first step it would be well to make a very general cleaning up of the store. To brighten up your store, brighten up your goods. Make to shine any thing that will shine. You will be surprised how much lighter your store will look, after a few hours spent in this way.

If your store has been dull and dark all through the year make a special effort to have it better lighted for the Christmas trade. By rearranging your stock much may be done to allow the light to enter more freely and shine on such goods as will act as reflectors. That is for the day time. Your store may be wonderfully lightened by a little extra labor and a little skill used in rearranging your goods.

But for the night—Darkness settles down so early during December that a great part of Christmas shopping is done after dark. It is even more important that the store be well lighted during the hours of business after darkness sets in, than during the day. Nothing looks more attractive, or more beautiful than a tastefully decorated store well lighted. Special efforts must be put forth to obtain the best results. It may be necessary for you to install more lights. This does not need to be done permanently. A temporary arrangement is all that is necessary. The cost of such a step would not be great, and would go a long way towards increasing your Christmas sales.

It would be well, too, to have the window well lighted at all times, so that the passers-by may be attracted by your special displays.

Decorating the Store.

Then for decorating the store. Special attention is called yearly by the different fire insurance companies to the dangers to life and property from Christmas decorations and displays. Their warn-

CHRISTMAS NUMBER.

The editorial contents of next week's issue of Hardware and Metal will be devoted largely to the Christmas trade. Problems connected with the handling of Christmas goods will be dealt with at some length. A number of extremely practical and interesting articles have been prepared.

ing reads in somewhat the following manner. The use of Christmas greens, harvest specimens and other inflammable materials such as draperies, scenery, cotton to represent snow and the like (especially in connection with electric and other lighting systems) is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.

The third statutory condition of your insurance policy reads in part as follows:—

“Any change material to the risk, but within the control or knowledge of the assured shall void the policy, as to the part affected thereby, unless the change is promptly notified in writing to the company or to its local agent.”

Danger to life from panics occasioned by fire in crowded stores or public meeting places is also particularly dwelt upon in the warning.

Such was the warning in part, as it read in 1911. No great change takes place from year to year, so that the same rules may be followed out with regard to Christmas decorations as formerly.

With regard to decorating for Christmas, the first step is to go carefully over the stock and rearrange it. Straight hardware does not sell any too briskly around Christmas time. While there may be some demand for these lines, they are not lines which may be specially boomed at Christmas. Or rather, it is a better paying proposition to devote the energies to the selling of special Christmas goods. Then rearrange your stock so as to have special Christmas articles in the most conspicuous places, even if it is necessary to consign temporarily other lines to the rear of the store.

There are many lines which offer excellent opportunities for special window displays. For example, cutlery, silverware, brass goods, art metal goods, aluminum ware, vacuum cleaners, alarm clocks, electrical goods, tools and chests, sporting goods, and many others offer special opportunities for making very bright and attractive displays for the Christmas season.

A Wonderful Field.

Many hardwaremen have not gone into the Christmas trade as enthusiastically as they might. Those who have tried it have found that there is a wonderful field open for them. The hardware store is a store full of gifts; handsome gifts, useful gifts, costly gifts, inexpensive gifts, gifts to suit the desires of everyone. But in order to make these sell they must be tastefully arranged not only in the window but throughout the store.

This display of Christmas goods should be started at once. Demand for holiday articles has already commenced and it is high time that the hardwaremen were “getting busy.”

Perhaps it would be a good idea for the window trimmer to plan out what displays he is going to make during the holiday campaign, what goods he is going to put in each display and how long each display will be allowed to remain before the eyes of the public. This is a campaign in which there are great opportunities and great possibilities. Then to adopt the boy scouts' motto, hardwaremen should “Be Prepared.”

TEMPERING COPPER.

The tempering of copper, one of the most striking of the alleged lost arts of ancient civilization, has been shown by recent research to be a myth. In Mexico no trace of such an art is found among the remains of the Aztecs and Toltecs, and very superior cutting tools of the Balsas river ruins prove to be not copper but an alloy.

Analysis shows that the hardness is due to nickel and cobalt in the copper. Some ores of the ancient metallurgists contained these metals, and the ores that supplied pure copper gave only soft implements. Bronze tools found in different parts of the world have been called hardened copper by mistake.

A Window Picture Without Reflections

To Absolutely Prevent Reflections and for Best Results, Photograph Should be Taken at Night With Artificial Light and Long Exposure—Camera Must be Perfectly Still and Lights in Window Must be Concealed—Take Picture in Daylight When Sun is Shining on the Display—This Tends to Kill Reflection.

When the hardwareman goes to the trouble of having a photograph taken of a window display, he might as well get the best results possible. One of the troublesome features that photographers, unaccustomed to outside work, meet with is reflection. This is frequently seen in windows received by this paper. Good displays are impaired for reproduction on account of buildings and trees from across the road getting into the picture. In fact, occasionally the photographer himself, with his camera, appeared in the picture, rendering it practically useless for reproduction.

This paper would suggest to dealers who frequently have windows taken by one of their local photographers, that they study the suggestions given below so as to be able to advise the inexperienced commercial camera man. Every town and city has good portrait photographers. That is, they take good pictures of people inside their studios. But when it comes to commercial work they are at sea with regard to some points.

Schedule of Important Points.

Retailers should remember the following points:—

1. To get the best possible picture of a window display it should be taken at night.
2. The light in the window should be fairly strong, Tungsten lamps being preferred. Strong gas light or an arc light are also good.
3. All lights in the window should be concealed.
4. Photographs should be taken on a calm night as a strong wind vibrates the camera which should remain absolutely steady.
5. Photographer should stand just far enough away to get in the window itself.
6. The average length of exposure for a night picture is from 10 to 25 minutes, the time depending on strength of the light in the window and the colors. Some windows, however, have to be exposed from 30 minutes to an hour, this applying more particularly to dry goods where dark cloths against dark background are shown.
7. Prints should be made on glossy paper as better results are secured by the engraver from this than from a dull finish. Pictures for reproduction in this paper should be about 8 inches

by 10 inches in dimensions and unmounted.

Eliminates the Reflections.

The reason why a photograph should be taken at night is obvious. It entirely prevents reflections and therefore does away with the greatest trouble. It does not matter whether people pass between the window and camera or not, although no one should be allowed to stand in front of either for any length of time. This would darken and dull a portion of the picture. A flashlight of a display at night seldom produces good results and should be avoided.

When lights are placed high up in the window, they can often be concealed by pulling down the curtain. Otherwise they should be covered so that they still shed light on the goods but that they cannot be seen by the photographer. Unless they are concealed the photograph will be blurred.

How Detail is Often Lost.

Some photographers stand too far away from the window to get the detail of the arrangement. When reproduced these become useless in the matter of ideas for others. If the sidewalk is fairly wide the man with the camera can stand on the edge of it. It should be distinctly remembered that a window is of little use unless the arrangement is obvious when it is reproduced in the paper.

Commercial photographers advise a "fast" plate for a window photograph taken at night. This is preferable to a "slow" one because the length of time of exposure is lessened.

The Daylight Photograph.

There are occasions when a photograph has to be taken during the day time—particularly in smaller places where artificial light is poor—and a few elementary principles should be always recognized in such cases.

One is that the reflections are worse when the sun is not shining on the window. It is therefore desirable that the picture be taken in strong sunlight with the sun's rays directly on the window to be taken. This kills the reflections and results are usually pretty good. Time length of exposure in daylight is, of course, greatly reduced in comparison to a night photograph with artificial light. One second is probably the limit.

A sure method of preventing reflections in day time is by the use of a

screen erected on two poles just behind the camera. The best color to use is turkey red with black coming next. This may be simply a light cheese cloth or sheet held up by a couple of poles so as to prevent the rays of light from across the street entering the window. The camera should, if possible, be placed in a hole in the centre of the sheet; next best, the photographer should stand in front of it.

For Picture of an Interior.

A photograph of a store interior is best when taken during the day. But it should not be taken when the sun is shining on the window. The light should be as evenly distributed as possible to get good results and these cannot be secured with the front of the store too bright. It is much easier, of course, to get a good interior picture than a window, as the photographer hasn't the glass to contend with.

Keep Suggestions on File.

Now that the Christmas season is close at hand, many dealers will be having their windows photographed so that above suggestions will come in handy. This page might well be clipped out and placed on file where it can be looked over when a photograph is contemplated. It should be remembered that apart from the larger cities, there are few photographers acquainted with outside commercial work so that the dealer should be in a position to point out the best time for a photograph and some of the important points to consider. These photographers may be experts at portrait and inside work in their studios where they understand all light changes, but they need a little coaching when it comes to a window photograph where reflections are a trouble.



TRAVELERS' ASSOCIATION.

A general meeting of the Dominion Commercial Travelers' Association is to be held in Montreal, Saturday night, November 16th. The time for election of officers is drawing near, and at this meeting, nominations will be made. This is not, of course, the biggest item of business, but the question of having a banquet at the time of elections in December will also be discussed. The idea seems to be that such a gathering should prove a great success.

Complete Course of Sheet Metal Work

By L. W. KOSER

Problem 1—Triangulation.

Now let us take up a simple problem in triangulation, viz., the transition piece of the tubular ventilator shown on Plate 28 and shown again by Fig. 1, Plate 29, and in perspective at Fig. 1-A.

As will be seen the transition piece goes from a square at the bottom to a round at the top.

Let us draw a plan as shown by Fig. 2, first drawing the square base A-B-C-D to the size desired, say 3 inches square, then in the centre we will draw the circle representing the top.

Then draw the elevation Fig. 3 giving a side-view.

Now to return to the plan, let us divide the circle off into any number of equal spaces, say 8, having the points so that an equal number of lines can be drawn from each corner of the square into these parts and each line will be the same length as the same line in the other corners.

A good way to accomplish this is to draw the diagonal lines across the square from points A to C and from B to D, stopping them at the circle.

Then subdivide the space between these on the circle and draw lines from the corner into each point.

Now each one of these lines A-1, A-2, B-2, B-3, etc., represent the base lines of a triangle the same as A-B of Fig. 6.

Now to get the altitude or height of the triangle we must go to the plan.

This height is shown by X-Y.

Now let us draw a horizontal line as S-A, Fig. 4. Then from A, Fig. 4, let us set off on this line the spaces A-1 and A-2 of the plan.

(Continued on page 44.)

29

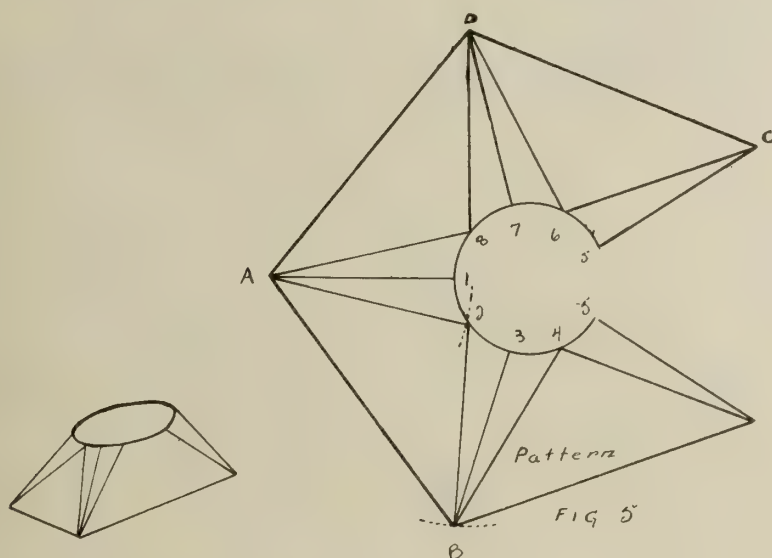
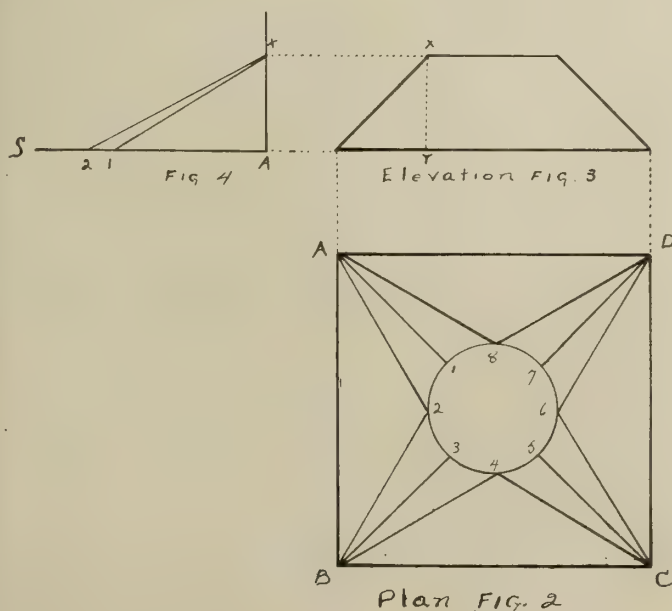


FIG. 1-A, perspective view



Plan FIG. 2

Elevation FIG. 3

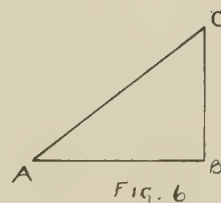


FIG. 6

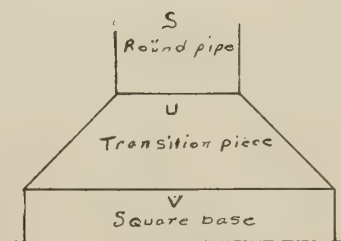


FIG. 1

PROBLEM 1 TRIANGULATION



Getting After the Factory Trade

Why it is Advisable for Dealers to Canvass the Factories Regularly — The Manufacturers are Constantly in Need of Supplies—Christmas Trade Secured in Factories.

Written for Hardware and Metal by Geo. P. Davis, London.

BIG FIELD FOR HARDWAREMEN.

There is a big opportunity for hardware dealers to increase their business by catering to the factory trade. The extent of the opportunity is well outlined in the accompanying article, and, by following out the suggestions contained dealers will be glad to work up a good connection with the manufacturers. The experience of a certain well known Western hardwareman comes to mind. "I owe my whole success," he once stated, "to the fact that I worked the factories. It started in the securing of tinning contracts and I worked it up until I had a big trade in tools, belting, paint and glass. The trade of the factory employes began to drift my way, too." It is a big field and well worth earnest exploitation.—Editor.

Did you ever stop to consider the large amount of hardware that must be used by the majority of manufacturing concerns. Most factories are constantly installing new or repairing and changing old machinery which necessitates the purchase of belting, packing, lacing, bolts, screws, and a great many other lines usually carried by the hardware trade. There is also repair work in connection with the buildings which calls for paints, glass, roofing, etc.

In the manufacturing end of the business you will find in a great many cases that they are large users of many lines of hardware.

In some factories where they are large consumers of certain lines of goods, they buy direct from the manufacturer in quantities, but there are a great many lines that are not bought in large enough quantities to go direct to the maker. These, along with the goods used in repair work, are the ones with which some hardware firms have built up a large factory trade.

Go After It.

The first thing necessary in order to secure local factory trade is to go after it, and the second is to give prompt service which is very important as delays to manufacturers are usually costly.

A plan that has worked satisfactorily in several places is to have a representative from the store who is thoroughly acquainted with the stock or a city traveler where one is employed, to call on the factories on Monday of each week. In some cases where a firm is going after this class of trade for the first time, it is advisable for the proprietor

or manager "who is usually acquainted with the buyers of his home town," to accompany his representative, introduce him, and explain that it is their intention to cater to the factory trade.

In most cases it will be found that manufacturers will work hand-in-hand with the local merchant and in a great many of our large retail stores who figure the factory trade as a large part of their business began in a small way a few years ago in calling regularly on the factories and catering to their needs.

It may be surprising to some firms who do not solicit the factory trade to know that the Christmas trade with the factories is not to be overlooked.

One of Canada's largest manufacturers in their line, where machinists are employed, have for some years been in the habit of presenting all apprentices with fine machinist tools as Christmas gifts. As they employ a very large number of men, it makes the order a large one.

This order has been given to the same retail store for some years and is a result of regularly calling on them for other lines; and giving good service.

Another large firm has made arrangements with the dealer that gets the factory trade whereby each man in the employ of the factory receives an order on that dealer for a certain amount. These orders are accepted by the merchant at their face value. For the past five years the system has worked successfully. As most of the men select Christmas goods, it makes a nice addition to the regular Christmas trade.

The majority of retail firms who are supplying the factory trade make it a

point to have their name stamped on all packages as they consider it good advertising among the factory employes who are constantly buying tools and other goods.

Many instances might be cited where good sales in cutlery and fancy goods have been made by the hardware merchant when departments in the factories have presented foremen or fellow workmen with presents and have consulted the factory salesman regarding same.



COMPLETE COURSE IN SHEET METAL WORK.

(Concluded from page 43.)

At A erect the perpendicular line A-X, making it equal to Y-X of the elevation.

Then a line drawn from X to 1 and X to 2 gives the true length of the lines A-1 and A-2 of the plan, which are the lines we needed to find to give us the width of the pattern.

This we call our "diagram of triangles" and as B-3, C-5, D-7 on the plan are the same as A-1 and all other lines the same as A-2 it is only necessary that our diagram shows two triangles, viz., the true length of A-1 and A-2.

We are now ready to develop the pattern.

We will first draw at Fig. 5 a line equal to X-1 of Fig. 4, which represents A-1 of the plan. We mark this A-1 and with the compass set to X-2 of Fig. 4 we place the point at A, Fig. 5, and swing an arc as shown by the dotted line.

Then set the compass to the space 1-2 of the plan and with the point at 1, Fig. 5, cut the arc, thereby locating the point 2 of Fig. 5.

Then with the compass set to X-2 again and with 2, Fig. 5, as centre, swing an arc as shown by the dotted line at B.

Then set the compass to A-B of the plan and with A, Fig. 5, of the plan as centre cut the arc at B.

Then with the compasses set to 2-3 of the plan and 2, Fig. 5, as centre swing an arc near point 3.

Then with the space X-1 and B as centre cut the arc, locating the point 3.

This gives one quarter of the pattern. Continue in this way until the whole pattern is developed.

Connect the different points.
Allow for flanges and fold.

Current News of Hardware Trade

New Store at Leamington.

Leamington, Ont. — Ross & Sons, of Wallaceburg, have rented the premises lately occupied by A. B. Lounsbury, and will open a ten-cent store about Dec. 1.

Lack of Work the Cause.

Leduc & Asselin, St. James St., Montreal, have assigned. Lack of working capital, it is understood, was the cause of the trouble. The liabilities are not large. Not more than \$1,300. This sum, too, is pretty generally divided.

New Factory for Windsor.

Windsor, Ont.—The Dominion Roofing Manufacturing Co. proposes to purchase a three-acre site and erect a \$10,000 factory in the spring. Sarnia men are interested in the concern which is just incorporating and will manufacture prepared roofing.

Takes New Position.

The many friends of Gove S. Taylor will doubtless be interested to learn that he has taken position with the Magnolia Metal Company as their special representative in the Pittsburg district and surrounding territory. Mr. Taylor was for years manager of the Peerless Rubber Mfg. Co., and is widely and favorably known to the Mill Supply and Power House trade throughout the United States and Canada.

Jumps Off Train; Breaks Leg.

Montreal, Nov. 13.—A. D. Cantin, who covers the lower part of the province for Lewis Bros., met with a serious accident this week, jumping off a train at St. Henry and breaking his leg. Mr. Cantin is now in the hospital, and it is expected his limb will have to be kept in a plaster cast for two months. The one comfort in the situation is that work on his territory was practically over for the year, and Mr. Cantin should be in good shape when next year's heavy business commences.

To Build Dry Dock.

St. John, N.B., Nov. 12.—At a meeting of the Imperial Dry Dock Co. held here this week the following officers were elected:—W. H. Thorne, president; Thomas McAvity, vice-president, and P. R. Warren, managing director. Plans are now under way for a gigantic dry dock and steel works to be erected in this city, and W. B. Stewart, who is furthering the project is of the opinion that the industry can be successfully established here, and local and outside capi-

talists are at present interesting themselves to quite an extent to work the matter to a successful issue.

Explosion Wrecks Store and Badly Injures Clerk.

Renfrew, Ont.—The hardware store of John French was badly wrecked last week when some powder exploded. The windows were blown out and the interior generally demolished.

William Carson, one of the clerks, was exceedingly badly injured. As yet it is not known if he will recover, and if so there is a great possibility that he will be disfigured for life.

Dr. Ritz, a druggist, who was in the store when the explosion occurred, was blown into the street, but escaped serious injury. Mrs. Thomas, passing at the time of the accident, was also hurt, though it is not thought her injuries are exceedingly serious.

What caused the powder to explode, is not known.

Takes Over Standard Hardware.

D. M. Poirier, formerly of Waterloo, P.Q., has just bought out the Standard Hardware Co. of 599 Wellington street. This has been operated by J. B. Dubois.

Personal Note.

J. Haffman, of Markham, was in Toronto this week.

P. C. Lemoine, of Sorel, spent several days in Montreal this week.

Mr. Boyle, from the firm of Boyle & Son, Napanee, was in Toronto this week.

Henry J. Fuller, President of the Canadian Fairbanks-Morse Co. has been elected a director of the National Trust Company.

J. Gill Gardner, general manager of Canadian Billings and Spencer Co., Ltd., of Welland, Ont., was in Montreal Saturday and Sunday.

R. G. Lawrence, formerly connected with the M. Lawrence Hardware Co., of Revelstoke, B.C., is now attending McGill University, Montreal.

Among recent visitors to Toronto were: Mr. McGregor, of Oakville; Mr. Dandie, of Streetsville; W. J. Scott, of Port Credit, and Wm. Ough, of Aurora.

Mr. Brown, purchasing agent for the M. Lawrence Hardware Company, Revelstoke, B.C., spent some time in Montreal on his way back from a lengthy trip to Eneland and Ireland.

Walter B. Ramsay, Sec.-Treasurer and General Manager of A. Ramsay &

Son, Montreal, has just returned from a month's trip to Vancouver. Mr. Ramsay visited a number of other points.

Business Changes.

Royal Oak, B. C. — M. Sinclair has opened a hardware store.

Vancouver, B.C.—Hayton and Johnson have succeeded W. Johnson in the hardware and furniture business.

Coatsworth, Ont. — Robert Williams has sold his hardware store to M. Bostwick, of Merlin, who will erect a new building and add general merchandise lines.

TOO MANY ORDERS.

An American manufacturing firm, finding itself overwhelmed with orders owing to the revival of trade, has issued a circular to customers stating that it can only execute a percentage of the business booked within a reasonable time, and asking whether it shall send a moiety of the goods bought or cancel the order altogether. This is a business-like and straightforward way of going to work which is far preferable to the tactics of some firms nearer home who, when they have more orders booked than they can cope with promptly, put their customers off with vague promises of immediate attention. Sometimes, however, half a loaf is better than no bread, even in the matter of an execution of an order by a wholesale house, and it would often save annoyance and loss if, when a manufacturer finds he has more business on his books than he can manage, he would imitate the American firm indicated and give his customers the option of taking part of their purchase or crying off altogether.—The Ironmonger.

HANDLING CELLULOID.

Celluloid is usually sold in sheets about 20 by 50 inches and of varying thickness from one-thousandth to two-tenths of an inch. Sheets of this size packed closely together weigh about fifty pounds to the inch. It is usually shipped in boxes about five inches thick, weighing 200 pounds to 300 pounds. It is also sold in the form of rods, a usual size being 1/4 by 5 inches. Prices range from 75 to 90 cents a pound.

Weekly Market Report --- Metals

METAL CHANGES.

A number of price changes have been made during the past week. They can be briefly summarized as follows:

Black sheets—Up 10 cents.

Mild steel—Up 5 cents.

Lead pipe—Now quoted at 10 per cent. instead of net.

Canada Plates—Reported to be advanced by some firms.

MONTREAL.

Montreal, Nov. 14.—Once more there are changes in price to record. It is a strange week, indeed, when this is not so. All metals moved upward a little time ago. Then prices were advanced. Now some of the products made from these metals are being put upon a higher level. There is, however, one exception. Lead has been sinking, and in lead pipe a drop is noted.

Generally business is exceedingly good. The trouble, indeed, is not so much to get the orders as to get the goods with which to fill them. Steel especially is scarce, and since the demand for this is large it is small wonder that some advances have been made.

Sheets and Steel Up.

Iron. — Advances here have been steady of late, indeed iron is now on a par with the figures quoted in 1910. Locally changes have come. Black sheets, for instance, have been raised 10 cents, making the price for the 10 gauge \$2.80.

In steel, too, a five-cent advance has been made, the price of mild steel now being \$2.25.

Supplies are none too large of any iron product. There have been heavy orders of sheets, and the call for steel generally has been heavy. All metals are in demand, but perhaps the greatest difficulty is being experienced in filling the call for these lines.

Tin.—Here the situation is quiet. Probably the war has something to do with it, but certainly the market is not strong. Locally orders are good, and fortunately a good supply is on hand. On the primary market, however, there is but little activity, though prices are being maintained.

Lead Pipe Declines.

Lead.—Here, too, the market is quiet abroad, though there has been but little drop in prices for the past fortnight. The high level of a month or more ago is far above the present price, yet even so, lead is fairly high.

Declines on the primary market, however, have made possible a change here, and lead pipe has just been reduced, a discount of 10 per cent. now being quoted, whereas the list was net.

Lead is always a hard market to follow intelligently. It may yet swing around and rise again, but the general opinion is rather that moderate prices will obtain for some little time.

Copper is Quiet.

Copper.—This is another market in which things are rather quiet abroad. Evidently there is a feeling that prices will sink a little lower, for a short interest has developed, whereas such a speculative movement has been practically unheard of for the past few months. Prices, however, are at present well maintained. Certainly there has not been any change locally, nor does a change seem likely to come immediately.

Still More Changes.

Montreal, Nov. 14.—At a meeting today the price of mild steel and other steels was advanced 5 cents. What was practically notice of a 15 per cent. advance in steel butts was also given.

TORONTO.

Toronto, Nov. 14.—The general demand for all lines shows no evidence of slackening. People are so afraid that metals will be higher next year that orders are being booked far in advance. In bars and plates some of the American mills are sold to the balance of 1913. The enormous tonnage booked for delivery this fall will not be shipped till the first quarter of 1913. There is a scurry on all sides to pick up available stocks on jobbers' hands, with the result that stocks are becoming seriously depleted.

This week there is slight difference of opinion with regard to price changes. Canada plates are reported by some as remaining unchanged. Lead shows signs of greater firmness with a more active demand.

Tin.—Tin again remains unchanged in price, 53 still ruling. Demand keeps fairly great, and a fair amount of business is being done in this line for this season of the year.

Copper.—Demand for copper is at present very active. No change in price has taken place here this week. Latest quotations still give 18½.

Plates and Sheets.—Here there is some difference of opinion as to price this week. It is reported by some that prices of import metals, Canada plates in particular, have advanced 10c a box. Manufacturers have advanced their prices from 10c to 15c. Local dealers are selling at the same price from stock. Other

dealers report no change in price whatever. Demand still keeps very good and supplies are only fair.

Lead.—The primary market in lead has strengthened considerably this week. As a result buyers have returned with greater force to the market. Demand is much more active here than last week. Firmness in tone prevails on the market.

Iron.—Demand in this line keeps very great. Everything seems to point towards higher metals during 1913. On the strength of that people have booked orders very far in advance. It is stated that some of the American mills are sold up to the end of 1913. Orders booked for delivery this fall in many cases cannot be filled until the first quarter of 1913. The demand is greater than ever before, and supplies locally are very scarce. No change in prices has taken place this week.

Antimony.—Antimony is quiet this week with no change in price. Supplies locally are good. The same may be said of spelter.

WINNIPEG.

Winnipeg, Nov. 11.—As is usual at this season when stove pipes, furnace pipes, etc., have to be readjusted or replaced there is a good demand for these lines. Sheet metal workers have plenty to do and could do more if they were not hampered by the difficulty of obtaining supplies.

In iron lines prices are firm. The demand has been throughout the season very heavy and local ironworks and foundries are still very busy. They also complain of the difficulty of getting supplies of raw material.

Lead prices here are unchanged, but an easier feeling is said to exist in Montreal, and it is thought that there will be some reduction of present high prices.

There will be considerable steel and reinforced concrete construction carried on here during the winter.



PROVING THE APHORISM.

Said a man of high personal character and wide business experience: "The millennium has not yet arrived, but no thoughtful man will deny that there has been a great awakening of the business conscience in recent years. The old motto, 'Honesty is the best policy,' in place of being more or less a beautiful sentiment, is coming to be more of a practical reality. The day has come when to be honest means not technically, legally honest, but broadly, humanely honest—honest in thought, in purpose, in act."

Weekly Market Report --- Hardware

MORE ADVANCES.

The upward movement in prices has been very pronounced this week. Among the lines which have been reported as quoted at higher prices are the following:

Spring Steel—Up 5c.
Machine Steel—Up 5c.
Wire Nails—Up 5c.
Roofing—Quoted higher.
Iron pipe—Quoted higher.

MONTREAL.

Montreal, Nov. 14.—Again a number of price changes are noted, and some price announcements for the spring are made. All will be of interest to the hardware dealer.

Most of the changes have been in an upward direction. Indeed, most of the changes struck within the past few months have been of this style, and from all indications the changes to come—and there will be many—will also be upward. A few articles will decline, but the general trend is for higher prices.

Business is reported good. The seasonable weather is stimulating trade, as seasonable weather always does. Thoughts of Christmas are becoming general, and ordering for the Christmas season is being largely done.

Steel Moves Up.

Heavy Hardware.—Here several price movements are to be noted. Spring steel has been advanced, the new price being \$2.75, or five cents in advance of the figure quoted last week. Machine steel, too, has been similarly raised, the quotation here, too, being \$2.75.

There has also been an advance in wire nails, which are now quoted at a \$2.40 base in place of the recent \$2.35.

Still there is a likelihood that plates, sheets and galvanized iron will be put higher. Premiums are said to be demanded for immediate shipment already, and if such a state of affairs becomes general nothing can prevent an advance.

Bar iron, too, is expected to go higher.

Spring Goods.—The looked for change in wire goods has not come yet. Screen door sets, however, have been put on a new and a higher level. The present quotation is \$1.50 a dozen.

Spring Hinges on New Price.

Quotations on spring hinges are now being made, showing that in this line prices have remained practically steady.

Single action hinges are being quoted at \$9.00 a gross; double action hinges at \$1.85 a dozen.

Builders' Hardware.—Little by little the upward movement, which was predicted here a number of months ago, is being made. The latest advance has been in some grades of locks, which, formerly quoted at \$3.50 to \$3.70, are now being placed at \$4.50. It seems likely that the advance will slowly extend to all styles of builders' hardware. Those who are short of stock, and who do enough business in this line to warrant an outlay, would be almost sure to save money by laying in a good stock.

Cutlery.—Still the talk is that an advance will be struck in this line before many months have passed. About the first of the year a 5 per cent. rise was made, and present labor conditions would indicate that another such movement is quite likely.

Sporting Goods.—Hockey sticks and skates are on the move. Sweaters, too, are being bought, and for pucks and all other hockey accessories the demand is large.

Christmas Specialties.—Perhaps cutlery is the leader here. But tool chests, work benches and electrical goods—to say nothing of razors, pen knives, etc., must be included. The sale of such goods has been unusually large. As the hardware field broadens, more and more Christmas lines are being ordered.

TORONTO.

Toronto, Nov. 14.—Several changes in price have taken place this week, and with one exception, all have been advances. To state the reason for every change would be a very difficult matter. There is a tendency to advance all lines depending directly on raw material. Many changes have taken place of late, and still there are indications to show that further advances may be expected.

This week brings an advance in window glass. Manufacturers in the United States have advanced prices on hatchets and axes; roofing is quoted slightly higher; iron pipe has advanced slightly, while a recession has taken place in price of lead pipe.

Sporting Goods. — The hunting season is still with us, but the rush is over for another year. Through duck shooting, prairie chicken and partridge hunting there is still some demand for guns, ammunition and all hunting accessories. Demand for winter sporting goods is well on. Orders for sleighs, toboggans, skates, snowshoes, etc., have been coming in fairly well, but no great

demand will be created for these before the coming of cold weather.

Builders' Hardware. — Demand for these lines is very active. Building has been carried on to a very large extent this fall and now owing to favorable weather at the present time, and fear of cold weather setting in, building is being rushed right ahead. Demand for all builders hardware has thus kept very great, and as yet there is no sign of it falling off.

Ready roofing has advanced slightly in price this week. Owing to the variety of lines, it is difficult to state just how great is the change, but a slight advance has taken place, and even further advances are looked forward to.

Window glass is quoted at 15 per cent. off list instead of 20 per cent. as formerly. Conditions in Belgium are very uncertain and just what the movement in glass will be is a very vague problem just now.

Heavy Hardware. — This week shows a slight advance in iron pipe, and a fall in lead pipe. Lead pipe, which was quoted as net list is now quoted at 10 per cent. off list. Report has it that cut nails have advanced 10c a keg in Montreal. No change has as yet been announced in prices in Toronto, but there are reasons for expecting advances in the same line here shortly.

Mechanics' Tools. — Manufacturers in the United States have announced an advance of 5 per cent. on all hatchets and axes.

Harvest Tools. — An advance in price of harvest tools took place some time ago. Present quotations give 50 per cent. instead of 50 and 5 per cent., and Samson brand 47½ per cent.

WINNIPEG.

Winnipeg, Nov. 11.—Prospects for a good solid business throughout the winter could hardly be better. Authentic statistics show that 92,000,000 bushels of the season's wheat crop has been marketed and that 95,000,000 is yet to come. The transportation of the crop has gone on in a most satisfactory manner with a month yet to the close of navigation the condition of the grain movement is exceptionally good.

Bank clearings last week reached the enormous total of \$47,574,725, showing convincingly that collections have much improved. This they will continue to do as the crop money filters through into the ordinary trade channels.

Many lines are very firm and during the past week there have been advances on plow bolts, sleigh shoe bolts, nuts and coach screws.

Stoves, Furnaces and Accessories

Remedying an Evil in Furnace Business

Dealers Should Not Accept Contracts to Install Insufficient Heating Systems in Houses Built by Speculators—The Evil Results From This Custom—Meeting Held in Toronto to Discuss This Question.

Too often we hear the complaint made that houses built merely as a business speculation are provided with furnaces of insufficient heating capacity to heat them properly. The complaint has become too general to be without foundation. How is this accounted for? And who is to blame? Are questions which naturally arise as soon as one commences to give the matter consideration.

Very often houses of this class are built by men who wish to put up a respectable looking house, a house that will be attractive and sell well, but a house that will not call for a great outlay of money. In other words they wish to make greatest appearances for least money. They count on rushing through the building and getting it off their hands as soon as possible.

Such houses are built in a very general way. There should be water works? Yes. Hardwood floors would make a more attractive appearance? Yes. Any person buying will want a house heated by a furnace—Well, we'll put that in too, for we want modern conveniences—at least a great many of them. But careful consideration in many cases is not given to the furnace and heating system. The house has fifteen hundred feet; here is a furnace that will heat fifteen hundred feet; its a good furnace, made by a reliable firm, etc.; allright, we'll put in that furnace. It is the minimum size for the house. And so the work goes on.

Too often, too, care is not taken with regard to the placing of the furnace. A heating engineer in many cases is not consulted with regard to the position of the furnace. The builder states, "Here is the stair coming down here. This is the only space I have for the furnace. Place it here." And so the work goes on again.

Where Blame Belongs.

That is the builder's end of it. And there is no doubt that he deserves some of the blame. But he is not the only one. The man who installs the heating system is also open to criticism. There are many men who work for large firms during a certain season of the year, and run a contracting business of their own

the rest of the year. These men usually cater to this class of business rather than to that of the private individual. In the spring they go out and hunt up business; book a great many orders and start in to fill them. Great care in calculation and studying specifications is not taken. Often they have a certain price list which they follow—for example to install a heating system in a six-roomed house is so much, an eight-roomed house so much more, whether there are four pipes out from the furnace or ten. The matter is sized up in a general way and a bulk price struck. It can be easily understood that these men run chances of making big money on some of their contracts and of losing on others—and that some go under altogether in the struggle is not at all surprising.

Within the past few years many of these men have failed financially. Very often their failure does not come before the general public. But the larger firms from whom they secured their supplies not only hear about their failures, but also share in their losses. They have supplied these men with radiators, pipes, material of one kind or another, and in case of failure it is they who met the loss.

More Education Necessary.

This year a meeting of the furnace men of Toronto was held to consider means of remedying conditions. It was at once seen that to insure success on the part of the smaller men in the business more education along their own line was necessary. A schedule was gotten out giving different amounts of material, and the approximate cost of installation. Sizes of furnaces was a question also fully discussed.

In too many cases the builder is willing to install the smallest furnace possible. The dealer will not be blamed to any great extent by the man who afterwards buys the house. His part of the actual work may be all O.K., but the furnace which he has installed will be found fault with, and in some cases the company who made the furnace will, in the eyes of the owner of the house, be

regarded as an unreliable firm, a firm to avoid when doing business.

"Business in its broadest sense is now tending to concern itself equally in the interests of the consumer the distributor, and the manufacturer." Those men who take it upon themselves to install a furnace should take care that the furnace which they install is large enough to do the work required, is placed in the best possible position in the house and that it is installed in the most up-to-date and satisfactory manner. Unless they do this, the loss occasioned is sure to fall directly or indirectly on themselves or the manufacturer.

So that after all when a heating system is installed in a house and does not give satisfaction the man who has taken the heating contract must bear some of the blame.

BRITISH TRADE EXPANSION IN OCTOBER.

The October statement of the English Board of Trade shows increases of \$51,608,500 in imports and \$23,938,000 in exports. The imports of food, raw material and manufactured goods each increased about \$16,000,000, and manufactured goods and coal made the largest gains in the exports.

This is remarkable in view of the unsettling conditions that existed abroad during October. The explanation is of course that these imports and exports represent business done and contracts made prior to the recent developments abroad, the actual shipments and deliveries having been made as a matter of necessity a month or more later. The interesting feature if it could be known, is what has been the business done since early October. The figures of exports and imports two months or so from now will show this and we are inclined to think it will be a very different story. If what has happened in the past month has not seriously affected the English and European trade, then we are living in a new world and past experience goes for nothing.

To Vote on By-Law.

On Nov. 18 the electors of Preston, Ont., will be asked to go to the polls and say whether or not they approve of giving assistance in the shape of a loan to the Anchor Bedding Co., Ltd., of Toronto, who are desirous of erecting a factory in Preston. This concern manufactures brass and iron beds, springs and mattresses.

Weekly Market Reports---Stoves

BIGGEST RUSH FELT.

The "peak load" of activity in the fall stove trade has been reached at the present moment. The manufacturers are rushed to the limit and orders as a result are not being filled as promptly as the retailers would like. In fact, severe scarcity is felt in a number of lines.

The continued open weather is a favorable condition and manufacturers are hoping that it will continue—

MONTREAL.

Montreal, Nov. 14.—There is little rest for retailer or manufacturer these days. The retailer is experiencing a great rush of business, and the manufacturer has to fill sorting orders which are pouring in. From all districts these are coming, and for all lines. Furnaces are wanted—badly wanted. Ranges are in demand. For the heaters there is a huge call and radiators are being eagerly bought up. Then kitchenware—it too is being largely ordered.

The usual fall rush, in short, is under way. Before very long river navigation will cease. Many places in this district can get their stoves and accessories by water. In this way they save a good deal of freight. Naturally, therefore, they want to make this saving. All would have been well, had the orders been placed early, but as it is, many requisitions are only now being received, and practically all call for IMMEDIATE shipment.

Heaters Greatly Needed.

Ranges and Heaters.—For ranges the demand comes from all over—from city and from country. The sale evidently has been large, for dealers are writing that they have sold their samples, and that they must have a few more models to tide them over the year. For heaters the call comes from the country, largely, though in certain sections of Montreal, and in some districts of other cities, many heaters are disposed of.

Apparently there is a near famine in heaters. From all parts of Quebec—especially from the lower townships—orders for these are coming. Also there is a big demand from the west. Manufacturers find themselves quite unable to keep up with the orders.

Furnaces.—Houses are still being built, and still furnaces are being installed in them—that is by the fortunate ones who can secure the furnaces. These are scarce. But radiators are even scarcer, in the sizes which are particularly wanted. The manufacturers had not anticipated such a large call for the small sizes. They, therefore, find themselves in a somewhat embarrassing position—having radiators, though in small quantities, but not radiators of the style which are required.

Oil Heaters Still Moving.

Oil Stoves.—The demand here is weakening just a little. Something more than the little warmer is needed now. A furnace or a heater is the thing. A good many of these stoves, however, are still selling; for there are houses—everyone has seen them—where certain rooms seem impossible to heat. A little portable coal oil heater means comfort instead of misery in such rooms.

Seasonable Lines.—The demand for stove pipes has hardly abated. Stocks are low, but still the manufacturers are keeping fairly well abreast of orders. Snow shovels and coal shovels are still being ordered—but perhaps a line which is still more in demand is ash sifters. Maybe the high price of coal; perhaps it is just pride in keeping down the tonnage consumption; but certainly a great many ash sifters are being marketed, and supplementary orders are being received.

TORONTO.

Toronto, Nov. 14.—In the early part of last week it was reported that demand for some lines, especially stoves, had slightly fallen off. This week the demand seems to have stiffened, and again "rush" is the word. One dealer expressed the situation thus;—"Demand for all heaters and stoves is good, with the exception of gas stoves, which naturally fall off with the colder weather.

Furnaces are in great demand. In some sizes we are down and out, and are a week or two behind with our orders. Boilers and radiators are scarce. We are finding it just as hard to get our orders filled and get in our own supplies, as it is to fill our own orders and make shipments." The business being done by all firms is very heavy. Demand in all lines is very great for this season of the year.

Furnaces. — Long continued mild weather has affected the furnace trade in

many ways. At present plaster may be put on and allowed to dry and settle without fear of frost. The furnace in a house under construction has not as yet become an absolute necessity. While this relieves conditions at present it would mean a greater rush for furnaces should cold weather come on suddenly.

Contractors are given a chance to install pipes and have everything in readiness for connecting up the furnace as soon as furnaces may be obtained, so that when shipments on radiators and furnaces are made, further delay will not be caused.

But even with greater length of time given, demand is very great, and some are beginning to press for immediate delivery. Manufacturers are behind with orders as much as ten days or two weeks. There is certainly no loafing being done by furnace men.

Ranges. — Demand for ranges and cooking stoves has stiffened again this week. While no special one-day record has as yet been made this year by retail merchants, there has been a steady increased demand over last year. In many cases, sales in stoves for this year have already been greater than last year's total, and we haven't had any really cold weather yet. Optimism is very general amongst stove dealers everywhere.

Heaters.—Heaters are in very great demand locally. Manufacturers are finding it very hard to keep up with orders, and in many cases they are considerably behind. Retailers are taking advantage of the increased demand, and are putting forth every effort to break all records of previous years. Many merchants have already sold more heaters this year than during the whole of 1912.

WINNIPEG.

Winnipeg, Nov. 11.—The great bulk of Eastern shipments of stoves have by now arrived here and been distributed. The remarkably fine weather since Nov. 1 has been eminently favorable to transportation, and it is safe to say that the West needs can be well supplied with heating apparatus for the winter.

The remarkably mild weather has naturally not stimulated the retail trade and some complaint is heard of sales being a little slow. This will vanish with the advent of the first real cold snap, and those customers who hang off till the last minute will get busy. Stove displays are much in evidence just now and it is a common remark how much progress there has been in the last decade in the form and style of heaters.

TRAVELERS NOMINATE OFFICERS.

Toronto, Nov. 14.—At a general meeting of the Commercial Travelers' Association in St. George's Hall on Saturday night last, nomination of officers for the ensuing year took place. S. M. Sterling being elected president by acclamation, and James G. Cane getting the first vice-presidency, and E. Fielding, treasurer-ship also by acclamation. There will be an election between George W. Moore and F. J. Zammers for second vice-president, while nine of the following are to be elected as directors of the Toronto Board:—

Alec. Cook, J. W. Charles, C. A. E. Colwell, C. G. Duncan, John Everett, William M. Fielding, R. G. Hector, Walter Moore, W. J. McBeth, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill and A. Whiting.

The following boards were all elected by acclamation:—

Hamilton Board—John Stoneman, First Vice-President; W. H. Dean, Second Vice-President. Directors—A. F. Hatch, M.P. Malone, C. C. Smye, P. A. Somerville, H. G. Wright and E. O. Zimmerman.

Berlin Board—A. Foster and W. J. Moody.

Kingston Board—W. H. Graham and W. S. R. Murch.

Guelph Board—T. H. Gemmell, Vice-President and W. G. Berscht, Director. Brantford Board—J. S. Hamilton and D. J. Waterous.

Montreal Board—W. Williamson, Vice-President and George Dawson, Director.

Winnipeg Board—H. Miller, Vice-President and A. C. Merrett, Director.

Vancouver Board—W. J. McMaster and R. E. Jamieson.

Ottawa Board—J. H. Laurie.

Brockville Board—W. Moore.

The scrutineers of the ballot are—Walter Madill, Robert Keyes and H. Clearihue.

The result of the ballot will be declared at the annual meeting to be held in St. George's Hall on Friday evening, December 27.



Hardware Letter Box

Stamped Aluminum Ware, Thermos Bottles, Bathroom Fixtures.

J. Wilson, Calgary.—“What firms manufacture, (1) Stamped Aluminum Ware; (2) Thermos Bottles; (3) Bathroom fixtures?”

(1) Northern Aluminum Co., Toronto; Ware Manufacturing Co., Toronto.

(2) Thermos Bottle Co., 12 Sheppard St., Toronto.

(3) Kinsinger Bruce Co., Niagara Falls, Ont.; Buffalo Mfg. Co., Buffalo, N.Y.—Editor.

Store Ladders.

Illsey & Harvey Co., Ltd., Port Williams, N.S.—“What firms manufacture store ladders?”

Hamilton Brass Mfg. Co., Hamilton, Ont.; Richards Wilcox Mfg. Co., Aurora, Ill.; Alex. Thurber, 446 St. Paul St., Montreal, Que.—Editor.

Double Claw Hammer.

A. Johnson, Fort Francis, Ont.—“Kindly send me name of firm making the double claw hammer.”

Double Claw Hammer Co., 435 Broadway, Brooklyn, N.Y.—Editor.

A. C. Thompson Stove Co. Address.

F. W. Miskelly, Smiths Falls, Ont.—“Kindly give me address of manufacturer of Crystal Crown Range No. 68-18. I wish to procure some repairs.”

A. C. Thompson Stove Co., Ltd., St. John, N.B.—Editor.



PREPARE TO PLAY FOR HANDSOME TROPHIES.

Montreal, Nov. 12.—At a meeting of the Wholesale Hardware Hockey League, held last night, it was announced that a team representing Lewis Bros would again compete, replacing the F. C. Lariviere Club. The following teams, therefore will compete: Thos. Robertson, Starke Seybold, Frothingham & Workman, Lewis Bros. and Canada Fairbanks Morse.

No Decrease in Brooms Anticipated

Despite the Lower Price Prevailing on Broom Corn, It is Not Likely That Broom Quotations Will be Easier—Wash Boards May Advance in Price.

A good many jobbers and retailers have been anticipating that brooms would take a further downward dip, because of the low prices prevailing on broom corn. True, corn is low in price, the common variety being lower than for some few years, but in spite of the fact, several manufacturers claim that prices are not going to ease to any great extent. Indeed, there are those who claim that high quality brooms are going to be higher.

Here is the explanation as given by one manufacturer. “Good corn is scarce, in fact extremely so, and for this reason good brooms will be high. There is lots of common corn, a great deal of which is in an impaired condition. Prices on this are low, but the corn is long and of such a nature that it does not work into brooms to advantage, so when the waste is considered, the manufacturers are really paying a great deal more for their corn than the man

Catalogues and Booklets

Stoves and Grates.

Smith & Wellstood, Bonnybridge, Scotland, have issued a catalogue which covers their line of stoves and heating accessories. It is a comprehensive review, containing 150 pages and describing several hundred makes of stoves, ranging all the way from large ranges for hotel use to small heaters. A supplement contains descriptions of grate fronts, ashpan receivers, coal hods, wall plates, flue pipes, sample enamels and many other accessories.

This catalogue is printed on coated paper and presents an attractive appearance.

Mechanics' Hand Tools.

Peck, Stow & Wilcox Co., Cleveland, have put out catalogue 12-B, illustrating their lines of hand tools for carpenters, etc. It is a bulky document and shows a wide variety of tools, including bit braces, breast drills, auger bits, chisels, gauges, drawing knives, squares, hatchets, hammers, pliers, clamps, wrenches, shears, dividers, calipers, drill stocks, cutters, awls, saw sets, vises, saddlers' punches, headers, soldering sets, plumbers' scrapers and many other tools.

who does not understand conditions would think. For this reason, the manufacturer cannot afford to lower prices, especially on high grade goods. You must consider that brooms have been reduced considerably since the new crop began to bear down on prices of corn. Our best broom, which sold last spring at \$6.50 per dozen, is now selling at \$5.50 per dozen.”

This same manufacturer hinted that it was probable that wash boards may be advanced in price. “I have been looking for an advance for the past month or so,” he stated. “Manufacturers in the United States have put up prices. The reason for this is the general advance in those lines that go into the construction of the washboard. Wood material is high, and the same is also true of the metals used in them. Indeed the cost of manufacture is considerably above what it was some time ago.”

Methods of Retailing Paints and Varnishes

Paint Bazaar Brings Instant Results

W. A. Mitchell, of Kingston, Has Booth at Bazaar Given by Ladies of the City—Uses of Interior Paints Demonstrated to Good Effect—Will Have Permanent Booth in Store.

Kingston, Ont.—That there is nothing new under the sun is a platitude which seems to offer quite sufficient reason for many paint dealers to say to themselves, "We'll leave well enough alone, and follow the beaten path in advertising."

Mr. W. A. Mitchell, however, realized that many things otherwise classed amongst the antique, when dressed and presented in new and novel forms have an irresistible appeal for the public.

With this idea in mind he was recently able to pull off a paint advertising stunt at a bazaar given by the ladies of Kingston, in the Armories in aid of a new hospital wing, that was not only a revelation as to the many possibilities to which inside paints may be used, but was of educative value to his customers from which he will long reap great benefit in his paint department.

One of Mr. Mitchell's principal ob-

jectives was to demonstrate as well as to exhibit the many uses to which interior flat wall paints and interior household paints and varnish stains can be used. The accompanying photo of his booth shows how well he has appealed to the ladies in the make-up of his display, as well as conforming to the generally accepted idea of a bazaar booth.

In order to meet the educational idea most completely, little time was spent in endeavoring to sell goods to the crowds that visited his booth, but the services of a talented young lady were used in showing by actual application how flat wall paints can be used and stencil designs applied to produce handsome interior decorative effects. In conjunction with this, there was a demonstration of household enamels and varnish stains which showed how simply and easily so many articles of domestic use

in and about the house could be finished or renewed. The whole appeal was made directly to women, and Mr. Mitchell was quite content with the successful selling of the idea during the short week of the bazaar and reaping his reward in actual goods sold in his store afterwards.

He reports that he has never, during his whole business career had so much attention directed towards his paint department as through this method of advertising. Much of the success of his enterprise can be attributed to the psychological timeliness, and the nature of his appeal.

In the first place, he appealed to women along a line in which they are probably more interested than men, to wit, the interior decoration of the home and also how to give those timely touches of paint necessary for its economical upkeep. Secondly, he adapted the style of his booth to the tastes of women, and appealed to them through a woman who was able to discuss with them the paint question from a woman's standpoint.

By refraining from selling as much as possible, and devoting the whole energy



Booth which brought splendid results for W. A. Mitchell, Kingston.

of those associated with him in an educative way he was able to sow seeds which will bear fruit in his paint department for a long time to come.

A Permanent Booth.

The results have so far outreached the fondest hopes Mr. Mitchell ever had in

anticipation; and have so impressed him that he has determined to erect a permanent demonstration booth on a small scale in his store where he can discuss paint problems with his customers and show them by actual demonstration the possibilities of his line of paint.

as is very often the case, in the front of the store. Where space is scarce it has been found a very good method to make use of a silent salesman in a conspicuous position in the front of the store for the sale of paints and then make use of the shelving space originally used for paints, for displaying special Christmas lines. As soon as the Christmas season is over, paints may be once more placed on their shelves at the front of the store. This method keeps paints before the mind of the people and at the same time allows a greater display of holiday lines.

Pushing Paint in the Winter Time

It is Possible by Aggressive Methods to Keep Sales Up Right Through the Cold Weather Months—Why There is a Big Demand for Interior Paints—Catering to the Christmas trade.

Many hardware dealers have been in the habit of giving up all efforts at making paint sales during the winter. All agree that paints should be boosted during spring, summer and especially early fall, but for some reason or other, there has always been a tendency to forget that painting is possible, and in many cases highly practical, during the winter months. Winter is the off season in paint sales, to be sure, but that very fact makes it possible for salesclerks and managers alike to study up the paint question, and make themselves thoroughly familiar with its many phases.

The dealer must first educate himself. Get out of the old idea that winter is no time for painting. Paint sales may be boosted and kept up during the winter months as well as during the rest of the year. Sales may not be large, as winter is the season for sundries. But if the dealer keeps paints continually before his own mind, he is sure to make sales.

Favorable for Inside Work.

There are many reasons why painting should be carried on in the winter. For inside work the temperature of the dwelling house is especially favorable, and allows many jobs to be done which have been omitted and put off during the earlier months.

Painting is also cheaper during the winter. In the rush season of spring and fall, painters demand higher wages. The winter is their slack season, so that besides being slightly cheaper, labor is more plentiful.

People live in their homes for eight months of the year, commencing with the fall and continuing throughout the winter and early spring. That being the case, the fall and early winter should be the seasons for inside painting and decorating. Why decorate in the spring, just at a time when everyone is preparing to live an outdoor life far away from the restrictions of a house? It does seem a little ridiculous, doesn't it? Everything should be fresh and bright in the home when the home is being used most, and not when everyone is away from it.

Push Flat Wall Paints.

During the winter dealers should specialize on flat wall paints and finishes, furniture polishes and varnishes—all paints used for interior decorations.

Floor preparations make the floors ready to stand a season of hard wear and tear. They not only add to the beauty of the floor, but also add to its wearing quality. The same may be said with regard to furniture polishes and many other preparations.

Everyone is anxious to have their homes looking as bright and cheery as possible for the home coming at Christmas of the various members of the family. This then is a season when paint dealers should especially push paint sales.

Must Know His Goods.

In order to be a successful paint salesman, a man should be thoroughly familiar with the various uses of his paint, its possibilities and restrictions, and the different methods of applying it to secure desired effects.

Paint salesmen cannot be too familiar with their lines. Little hints thrown out here and there are of immense value to customers, and prove of real value both to the clerk himself and to the company which he represents.

Salesclerks should not only have a knowledge of the application of their paints, but should also be familiar with different color schemes. Many people will come to a clerk and state: "I want to paint a certain room of mine a delicate shade of green. What would you suggest for the ceiling? What shade of woodwork would go nicely with that? What would make a nice border?" and so on. These and many other similar questions a clerk, to be a real salesman, should be able to answer immediately. Winter painting is to such a great extent of a decorative nature, that in order to push sales, all salesmen must first thoroughly educate themselves.

Use Silent Salesmen.

At the Christmas season there are many lines which the hardware dealer wishes to feature. Paint stocks take up much valuable room in the store, and

TO MARKET PARIS GREEN.

Pinchin-Johnson Co., Toronto, have completed arrangements to market their own paris green in Canada henceforth. It will be marketed under the name of "Minerva Strictly Pure Paris Green." Orders are being accepted for the coming season.

WILL HANDLE WESTERN TRADE.

H. N. Boulton, the secretary-treasurer of the Johnson Paint & Varnish Co., of Vancouver, B.C., was in Toronto this week and completed arrangements with Lowe Brothers, Limited, for the distribution of Lowe Bros.' paint products



H. N. BOULTON.

throughout the Province of British Columbia.

The Johnson Paint & Varnish Co. are now located in their new quarters at 54 Cordova St., east, where they have largely increased floor space. Mr. Boulton is certainly a Western optimist and most sanguine about the great possibilities of business in British Columbia.

Get More Winter Business

Good winter business is insured in your paint department by stocking up in our wonderful new line—the finish that goes on floors, walls, furniture, woodwork.

Floglaze

Made in 29 shades, transparent and opaque, and including dull and gloss whites and blacks, and gloss natural.

The policy of this company is to build the business of local dealers.

We have recently added our decorative aid department to help them.

Write this department for information.

We lay out color schemes, give pointers on finishing, sell stencils ready-cut for use, and help the dealer close interior-decoration jobs in his town. This means paint sales, and profit for the dealer and local painter.

Write for the Decorative Aid Booklet.

The best-flowing, easiest-handled article for beautiful interior stain and enamel effects that local painters ever bought of you.

Send for color cards, samples and prices.



SERVICE

Is
The Final Proof
Of QUALITY - OF PURITY

The real test of paint value is performance—service. What materials make the best paint and what constitutes quality or purity in paint is to the dealer of minor importance to which paint gives the best results.

Paint is made to use—to protect, to preserve, to beautify, and that paint which works easiest, spreads farthest, covers most uniformly and wears longest—which gives one hundred per cent. serviceability, is the paint that sells best because it serves best—deserves best.

The satisfied customers—the cumulative sales—the continuous business-building truly makes the selling of “High Standard” Paint a real source of pleasure and profit to the dealer.

Ask for proof.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

GLASS ADVANCES.

The feature of the market this week has been an advance in glass. This is general in all parts of the country.

Reductions are reported in linseed oil. Turpentine has also been reduced.

MONTREAL.

Montreal, Nov. 14.—The long expected change in glass prices has come, though the cause of this is not a strike among the workers in Belgium. Should such a strike come, as is still possible, there will certainly be a further advance. Indeed a still higher figure is quite possible in any event.

Linseed is still doing its part to keep the market even, another drop being recorded here. The other products are steady.

Business continues remarkably heavy. There seems no end to the demand for paint. Heavy orders are being received from dealers who wish to secure shipment by water. There only remain about two weeks during which the rivers will be open, and the amount which is to be shipped in this time is simply tremendous. Manufacturers are doubtful if they will be able to ship all of this in time.

Linseed Oil.—The seed being plentiful, and much more being in sight now, prices still tend to decline. It would seem that an even lower figure may be expected were it not for the fact that at present something in the nature of a struggle is going on among the crushers. If they get together again they will hold prices at a figure which will yield a fair profit.

Generally quotations this week are 3c below those of last week, which in turn, were below those of the week before. Now oil is being marketed at 64c and 67c.

Glass Rises 15 Cents.

Glass.—Largely because of short supplies, and because of difficulty in securing shipments, the prices asked for glass have been advanced. Later in the week another meeting of the glass men is to be held, and it is just possible that a still higher figure will be struck, as late news from Belgium is not very favorable; however the probability is that the advance struck during the closing days of last week will hold for some little time.

The rise has been one of 15c, the present net quotations being:—

Size united inches	Star	Double Diamond
Under 26	\$3.40	\$ 5.00
26 to 40	3.60	5.45
41 to 50	4.00	6.25
51 to 60	4.25	6.75
61 to 70	4.50	7.25
71 to 80		7.25
81 to 85		8.50
86 to 90		10.00
91 to 95		11.00

Putty. — Prices remain steady here; but the demand is steady, too. Manufacturers are almost sorry that is so, since even by working their plants overtime they have difficulty in filling orders.

Turpentine.—Nothing to report here. Prices are the same as a week ago, and there seems no reason to expect a change. This, however, does not mean that a change will not come. Turps are hard to follow.

Paint.—Orders continue large. This month should about see the close of business for the year, but the way things have been going it is hard to say whether even December will see any great decline. The retailers are selling much more paint than ever before at this season.

White Lead.—Later in the week a meeting dealing with lead is to be held. It is true that pig has been falling, but of late it has been steady, and since the manufacturers did not follow all the advances of lead it is far from certain that they will be able to lower prices now.

TORONTO.

Toronto, Nov. 14.—This week paints and oils have not been a bit behind other lines so far as changes in prices are concerned. Turpentine has experienced a drop of two cents this week. Linseed oil has gone still lower. Demand for putty keeps very great, and much in advance of supply. A great advance has taken place in the price of window glass. These about cover the changes of the week.

Linseed Oil.—Has linseed oil struck bottom yet? That is a question which has been asked over and over again during the past few weeks. This week oil has taken another drop, and some dealers go so far as to state that rock bottom has at last been reached and that prices will go no lower. This is the first time that dealers have gone so far as to make any prediction whatever with regard to the future of oil.

A variety of prices are quoted. The one most commonly given is 64 for raw and 67 for boiled. Prices range, however from 62 and 65 to 67 and 70. The

demand for oil is at present small. Prices continually falling have kept buyers off the market. Orders coming in have all been for small quantities as no one feels sure enough of the situation to stock heavily.

Turpentine.—For some weeks turpentine has been advancing. Quotations have all showed signs of an upward tendency in the market. But this week turpentine has experienced a drop of two cents. Trade has been a little dull in turpentine lately, and it is expected that the fall in the market will again stir up business. Dealers locally do not anticipate prices going lower. In past years there has always been a tendency for prices to advance from now on until about April. Firmness in tone of the market is looked for now.

A year ago prices on turpentine in the South were quoted 8c higher than today. Two years ago they were double the present price. So that just now turpentine is much lower than it has been for considerable time.

Sixty is the price generally quoted this week. Prices range, however, from 58 to 62.

GLASS.—Prices on glass have advanced greatly this week. Latest quotations give 15 per cent. off on both single and double and 33 per cent. off on panes. This is a very considerable advance and means much to dealers handling glass. Demand is very great, and supplies are scarce. Some dealers state that it is almost impossible to get in supplies to fill the increased demand.

White Lead.—White lead still remains firm with a good demand. There is a rumor that dry lead has advanced in England. Whether this would affect prices here or not is hard to state, on account of oil being so low.

Paints and Varnishes.—Outside painting seems to be fairly well over for another season. However, if bright weather were to continue there would still be some temptation to paint, with oil and turpentine so low, and lead the only product on which prices are high.

WINNIPEG.

Winnipeg, Nov. 11.—A not unexpected announcement is that of a reduction of 10 cents per gallon on linseed oils. Flax prices have been running down hill ever since the new crop came on the market. Other lines are steady.

There is a satisfactory movement of window glass and as is usual at this time of the year a considerable sale of interior decorating material.

Sign painters report business good and prospects excellent.

Dependon——Light Hard Oil Finish

Everlastic——Quick-drying Floor Varnish

Gold Medal——Inside and Outside Varnish

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating. Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

RABBIT METAL
Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Aluminum, 9c.; Mogul, 6c.; No. 3, 5c.; No. 4, 5c. per lb.
Tallman, Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo Hoo, 28c.; "A," 23c.; "B," 20c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1/4 in. 9 95 10 00
" " 3/8 " 8 65 8 70
" " 1/2 " 11 00 11 00
" " 3/4 " 12 60 12 70
" " 1 " 15 75 15 88
" " 1 1/4 " 20 20 20 30

BRASS.
Spring sheets, up to 20 gauge. 0 27
Rods, base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.
Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 65 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.
Casting ingot 18 50
Cut lengths, round bars 1/4 to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 60
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier', insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 24 50
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 25 50
Clarence, No. 3 22 50
Jarrow 25 50
Glenarnock 26 00
Radnor, charcoal iron 33 75
Ayresome, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles \$1. base 2 20
Common bar, per 100 lbs. 2 10
Forged iron, per 100 lbs. 2 25
Refined iron, per 100 lbs. 2 35
Horseshoe iron, per 100 lb. 2 35
Mild steel 2 20
Sleigh shoe steel 2 10
Iron finish machinery steel (domestic) 2 15
Iron finish steel (foreign) 2 20
Reeled machinery steel 2 60
Tire steel 2 60
Sheet cast steel 0 15
Toe talk steel 3 05
Mining cast steel 0 07 1/2
High speed 0 65
Capital tool steel 0 50
Camell Laird 0 15
Black Diamond too steel. 0 08
Corona tool steel 0 06 1/2
Silver tool steel 0 12 1/2
Cold Rolled Shafting.
1/2 to 1 1/16 inch 0 06
1/2 to 1 7/16 inch 0 05 1/2
1 7/16 to 3 inch 0 65
Montreal, 5 and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 80 2 70
12 gauge 2 60 2 55
14 gauge 2 60 2 55
17 gauge 2 60 2 55
18 gauge 2 60 2 55
20 gauge 2 60 2 55
22 gauge 2 65 2 75
24 gauge 2 65 2 75
26 gauge 2 75 2 85
28 gauge 2 80 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 90 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 55
20x28x60 4 70 4 80
20x28x80 8 90 9 00
20x28x80 9 40 9 40

GALVANIZED SHEETS (CORRU-GATED)

22 gauge, per square 6 75
21 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 10
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-Gordon Gorbals
guage Head de-Lis Crown Best Best
16-20 3 70 3 35 3 60 3 70
22-24 3 75 3 40 3 65 3 75
26 4 15 3 80 4 05 4 15
28 4 35 4 15 4 25 4 35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

IRON PIPE.

List Black Galv.
1/4-inch and 5 60 65 p.c. 50 p.c.
1/2 inch 8 50 70 p.c. 59 p.c.
3/4 inch 11 50 74 p.c. 64 p.c.
1 inch 16 50 74 p.c. 64 p.c.
1 1/4 inch 22 50 74 p.c. 64 p.c.
1 1/2 inch 27 00 74 p.c. 64 p.c.
2 inch 36 00 75 1/2 p.c. 65 1/2 p.c.
2 1/2 inch 57 50 75 1/2 p.c. 65 1/2 p.c.
3 inch 75 50 75 1/2 p.c. 65 1/2 p.c.
3 1/2 inch 95 00 74 p.c. 64 p.c.
4 inch 108 00 74 p.c. 64 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.
SCOTL PIPE AND FITTINGS.
Medium and extra heavy pipe up to 6 inch, 65 p.c.; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.
RANGE BOILERS.
30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.
HEATING APPARATUS.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—42 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto
Heavy copper and wire, 0 11 0 11 1/4
Light copper bottoms, 0 09 0 09 1/2
Heavy red brass, 0 10 0 10 1/4
Heavy yellow brass, 0 08 0 08 1/4
Light brass, 0 06 0 06 1/4
Tea lead, 0 02 1/2 0 02 1/2
Heavy lead, 0 02 1/2 0 02 1/2
Scrap zinc, 0 05 0 04
No. 1 wrought iron, 2 00 10 00
Machinery cast scrap.
No. 1 16 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs. 5 75
Imported pig, per 100 lbs. 5 50
Bar pig, per 100 lbs. 7 00
Sheets, 2 1/2 lb. sq. ft. by roll 8 00
Sheets, 3 to 6 lb. sq. ft. by roll 7 50
Cut sheets 1/2 c per lb. extra.
Cut sheets to size 3/4 c per lb. extra.
LEAD PIPE.
Lead pipe, 7-lb. 10 per cent. off.
Lead waste pipe, 9c. 10 per cent. off.
Traps and bends 30 per cent.

SOLDER.

Per lb. Montreal. Toronto
Bar, half-and-half, guarant'd 0 30 1/2 0 30
Wiping 0 28 1/2 0 28
SHEET ZINC.
5-cwt. casks 8 25 8 00
Part casks 8 50 8 50
SPELTER.
Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$56 00 \$53 00
Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 8 00
"Dominion Crown Best"—Double.
Coated, Tissued.

I C, 14x20 base 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base 9 50 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 50
I X, 14x20 base 5 50
I X X, 14x20 base 6 50
Bessemer Steel—
I C, 14x20 base 4 25
20x28, double box 8 50
Charcoal Plates—Terne.
Dean or J. G. Grade—
I C, 20x28, 112 sheets 7 50
I X, Terme Tin 9 00
Charcoal Tin Boiler Plates.
Cookley Grade—
XX, 14x60, 50 sheet bxs. 7 50
XX, 14x60, 50 sheet bxs. 7 50
XX, 14x65, 50 sheet bxs. 7 50
Tinned Sheets.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.
Clothes Line Wire.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.
Coiled Spring Wire.
High Carbon, No. 9, \$2.00 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras.
In 100-lb. lots, No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c.; oiling 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in 1/2-lb. hanks, 38c.; in 1/4-lb. hanks, 50c.; packed in cases or cases, 15c.; bagging or papering, 10c.
Hay Wire in Coils.
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.
Galvanized Wire.
From stock f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.70; 7, 8, \$2.65; 9, \$2.20; 10, \$2.70; 11, \$2.75; 12, \$2.35; 13, \$2.45; 14, \$3.05. In car lots straight or mixed.
Netting.
2 in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.
Smooth Steel Wire.
No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire \$1.25, bright, soft drawn 15c. charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c. 50 and 100-lb. bundles 10c. in 25-lb. bundles 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks 50c. in 1/2-lb. hanks, 75c. in 1/4-lb. hanks, \$1.
Wire Cloth.
Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.
Wire Fencing.
Galvanized barb 2 45
Galvanized, plain twist 2 75
Car lots and less.
Dominion special, sold fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.R., Montreal.

PAINTS, OILS AND GLASS.

In barrels, 5-gal. tins 0 80 0 80
Beeswax.
Per lb. 0 40
Chemicals.
In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 07
" flaked 0 07 1/2
Green copperas (green vitrol) 0 01
Sugar of Lead 0 09
Colors in Oil.
Venetian red, 1-lb. tins pure 0 12
Chrome yellow, pure 0 18
Golden ochre, pure 0 13
French ochre, pure 0 12
Chrome green, pure 0 10
French permanent green, pure 0 15
Signwriters' black, pure 0 19
Marine black, 25 lb. irons 0 56 1/2
Enamels.
Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Cee Pee Co. enamel 4 50
Sterling Enamels 3 20
Anchor Floorlustr 1 80
Glue.
French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15
Brantford medal 0 11
" golden medal 0 10
" brown sheet 0 10
" Golden sheet 0 13
" Gelatine 0 22
" white gelatine 0 20
" white glue 0 12
" 100 flake 0 10
Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.
XXL 0 13
XL 0 11 1/2
CL 0 12
C 0 11
Paris Green.
Drums, 50 and 100 lbs. 0 18 1/2 0 18 1/2
Packets, 1-lb., 100 in case. 0 20 1/2 0 20 1/2
" 1/4-lb. 0 22 1/2 0 22 1/2
Tins, 1-lb., 100 in case 0 21 1/2 0 21 1/2
Paris White.
In bbls. 0 90
Pigments.
Orange Mineral, casks 0 08 1/2
" 100-lb. kegs 0 08 1/2
Prepared Paints. Per gallon in qt. tins
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure 1 75 2 00
Globe house paint (Windsor) 1 60
"New Era" house paint (Windsor) 1 85
Benl. Moore Co.'s "Egyptian" Brand 1 50
Moore's pure linseed oil H.G. 65
Brandram-Henderson's "English" 2 00
Ramsay's paints, pure 1 70
Ramsay's paints, Thistle 1 40
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 60
Sterling Pure 1 60
Maple Leaf Paint (Imp. V. & C. Co.)
Jamieson's Crown and Anchor brand 1 60
Plaster of Paris.
Per barrel 0 30
Pine Tar.
Half-pint tins, per dozen 0 60
Putty. Standard
Bulk in casks 2 40
" 100-lb. drums 2 65
Bladders, in bbls. 2 90
Red Dry Lead.
Genuine, 560 lb. casks, per cwt 6 25 6 25
Genuine, 100 lb. kegs, per cwt 6 50 6 50
No. 1 casks, per 100 lbs. 5 75 5 75
No. 1 kegs, per 100 lbs. 6 00 6 00
Shingle Stains.
In 5-gallon buckets 0 75
Turpentine and Oil.
Montreal. Toronto
Can. Prime white petroleum, gal. 0 14 0 13 1/2
U.S. Water white " 0 15 1/2 0 14 1/2
U.S. Pratt's astral " 0 19 0 18 1/2
Castor oil, per lb., in bbls. 0 08 0 09
Motor gasoline, single bbls. 0 22 1/2
Benzine, per gal. single bbls. 0 21
Pure turpentine, single bbls 0 58 0 60
Wood turpentine 0 60
Turpentine, second run 0 60
Linsed Oil " Raw. 0 64 0 64
" boiled. 0 67 0 67
Rosin, "G" grade, bbl. lots, 100 lbs. 3 25
Varnishes.
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 1 60
" hard rubbing 3 00
Finest elastic gearing 3 00
Elastic Oak 1 50
Furniture, polishing 2 00
Furniture, extra 1 20
" No. 1 0 95
" Union 0 90
Light oil finish 1 55
Gold size Japan 2 00
Turps, brown Japan 1 60
No. 1 brown Japan 1 10
Racking black Japan 1 35
No. 1 black Japan 0 95
Benzine black Japan 0 75

Paris Green Announcement

This coming season we will market in Canada our own brand of Paris Green, under the name of

MINERVA STRICTLY PURE PARIS GREEN

GUARANTEED BETTER THAN GOVERNMENT STANDARD

It is absolutely pure, containing no dye, is made with the best English arsenic, and is of a good deep shade.

All packages contain net weight.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

TORONTO

WINNIPEG

P-35

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC.,

66-68 FRASER AVENUE

TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

Patantees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885

"A new list every week"

**Do you know any of
these Bowser users?**

J. O. Fauteaux,
Montreal.

Sommerville Hdwe. Co.,
Edmonton, Alta.

Daniel Glockzin, Czar,
Alta.

Swift Current Hdw.
Co., Swift Current,
Sask.

Samuel Hobbs, Toronto.

Geo. Ecclestone, Brace-
bridge.

J. H. Ashdown, Calgary

HARDWARE AND METAL

Crystal Damar	2 30
No. 1	2 25
Pure asphaltum	1 50
Oilcloth	0 85
Lighting dryer	2 25
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac," coats	1 80
R.H. Ltd., "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Star	Double
Inches.	Diamond.	Diamond.
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 15 p.c.			
Montreal prices, no discount.			
Size United		Star.	Double
inches.		Diamond.	
Under 26	.....	3 40	5 00
26 to 40	.....	3 60	5 45
41 to 50	.....	4 00	6 25
51 to 60	.....	4 25	6 75
61 to 70	.....	4 50	7 25
71 to 80	.....	.....	7 75
81 to 85	.....	.....	8 50
86 to 90	.....	.....	10 00
91 to 95	.....	.....	11 00

White Lead Ground in Oil	Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 25
Crown and Anchor, pure	8 25	9 40
Elephant Genuine	8 55	8 65
Essex Genuine (Windsor)		8 00
Island City Decorators		
pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead	8 40	
Monarch (Windsor)	8 50	
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	8 10	
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	8 40	
Tiger Pure	8 25	8 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911

White Zinc (Dry)	0 75%
Extra Red Seal, V.M.	0 75%
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05%
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axles and Hatchets.	
Single bit, per doz.	6 00 9 00
Double bit	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 6 00
Barrell hatchets	5 50 6 85

Buckworth, per lb	0 10%
Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 12 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, A.A. to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized. Augers and Bits.	
Ford's auger bits	30 and 10

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin New Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10, 10 and 10.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 80c; cut laces, 85c.	
Brass and Japanned, 40 p.c.	
Carriage Bolts and Nuts.	Per cent.
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	0 70
Tarred Slater's paper, per roll	0 75
O. K. paper, No. 1, per roll	0 70
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2	0 39
Tarred Fibre, No. 1	0 55
Plain Fibre, No. 2	0 36
roll	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 40
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32 & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000 23 00 28 00	
"English	17 00 21 00
"American, low.	23 00 25 00
"high.	27 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters' Colored, per gross	0 65 0 80
lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$5.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.50; 7/8 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Kingston and Montreal, 37 1/2 and 10 per cent.	
Clamps.	
Malleable swivel head, 4 in.	2 50
"adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 "	5 20
4 "	5 53
5 "	7 60
6 "	9 25

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 and 5 p.c.	
Copper tea and coffee pots, 42 1/2 p.c.	
Copper pitta, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	

Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Exavetroughs.	
8 inch, in 100 foot length	3 02
10 "	3 31
12 "	3 88
15 "	5 53

Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railways cans, 45 p.c.	
Cream cans, 40 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

Faucets.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	Per cent.
Diston's	70 and 10
Great Western American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" Hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.	
50 per cent.	
Samsou, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes.	
Halters (Snap and Ring).	
Jute Rope, 3/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45
Sisal Halters (Snap and Ring).	
3/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in., \$11.40; 9-16 in., \$13.20; 3/4-in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	7 25
Heavy T and strap, 5-in., 100 lb.	7 00

Heavy T and strap, 6-in., 100 lb.	6 75
net	
Heavy T and strap, 8-in., 100 lb.	6 50
net	
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 55 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	
Wrought iron hooks and staples—	
1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.			
M.R.M. cold forged process		list,	10th
January, 1912.		Price	per
Size	Length	25-lb.	box.
Nos. 3	1½-inch		\$4 10
4	1½-inch		3 75
5	1 15-16		3 50
6	2½		3 10
7	2 5-16		2 90
8	2½		2 75
9	2 11-16		2 60
10	2¾		2 50
11	3 1-16		2 45
12	3¾		2 45

Horseshoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	

Tocals Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--

Horse Weights.	
Taylor-Forbes, 44c.	
Ice Cream Freezers.	
White Mountain, 5c per lb.	
Knives.	
Hay knives, net list.	
Clauss, 50 and 25 per cent.	
Kitchen Enameled Ware.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 10 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	



F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

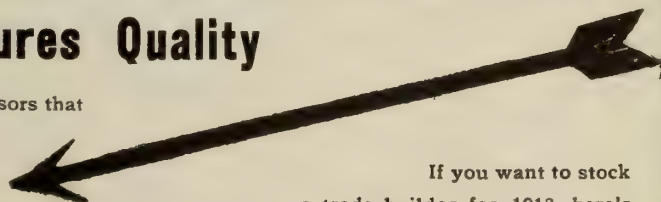
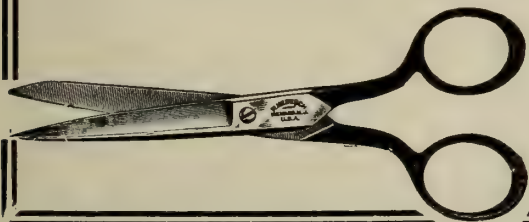
DON ROADWAY

TORONTO

The Name "HEINISCH" Assures Quality

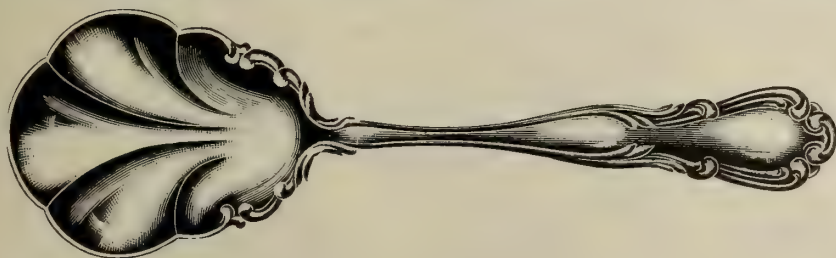
when it is applied to Tailors' Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1913, here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattlocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 15½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, ¾ cent per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1½ inch	3 30
1½ inch	3 00
1½-1¾ inch	2 75
2-2¼ inch	2 50
2¼-2½ inch	2 50
3-¾ inch	2 40
3½-4 inch	2 35
4-4½ inch	2 30
5-5½ inch (base)	2 40
Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3-13 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	
Davidson oilers, 40 per cent.	10 00
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singles", and "Alask.", Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitted, 35 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	15 00
Henckel's	7 50
Gillette Safety Razor, each	3 75
Star Safety Razor, 3-13 p.c.	
Rope and Twine.	
Sisal rope	0 1034
Pure Manila Rope	0 1534
"British" Manila	0 1134
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 43 feet, per doz.	0 72
Sisal bed cord, 62 feet, per doz.	0 99
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	4 25
plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional ¼ lb., each, per 100 lbs.	2 25
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open ½ inch	1 00
Perfection window screens, 14x15, open 2¼ inch	1 80
Model window screens, 14x22, open 3½ inch	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Scribe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...85 10 7½	
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Flathead, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clausen, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Picks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 23 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6 inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washite	0 25
Hindostan	0 06
" slip	0 18
" Axe	0 16
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	
per gross	3 50
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ tacks, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Universal, ass skin, No. 714, 66 ft., doz.	
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft.	....
Trowels.	
Diston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 10 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse)	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Choke	0 80
Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsing	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 inch	100 00
Challenger, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsha, Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Tram neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William; \$3.20 per 100 lb. f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to 5, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 28c.

Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.60; 8 inch, \$4.75.

Clevelands—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 104 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¾ inch, \$2.40; 1 inch, 2.55; 1½ inch, \$3.35; 2 inch, \$4.00; 2½ inch, \$4.75; 3 inch, \$5.30; 4 inch, \$5.95; 5 inch, \$6.50; 6 inch, \$7.15; 8 inch, \$8.15; 10 inch, \$9.15; 12 inch, \$10.15; 14 inch, \$11.15; 16 inch, \$12.15; 18 inch, \$13.15; 20 inch, \$14.15; 24 inch, \$16.15; 30 inch, \$18.15; 36 inch, \$20.15; 42 inch, \$22.15; 48 inch, \$24.15; 60 inch, \$28.15; 72 inch, \$32.15; 84 inch, \$36.15; 96 inch, \$40.15; 108 inch, \$44.15; 120 inch, \$48.15; 144 inch, \$56.15; 168 inch, \$64.15; 192 inch, \$72.15; 216 inch, \$80.15; 240 inch, \$88.15; 264 inch, \$96.15; 288 inch, \$104.15; 312 inch, \$112.15; 336 inch, \$120.15; 360 inch, \$128.15; 384 inch, \$136.15; 408 inch, \$144.15; 432 inch, \$152.15; 456 inch, \$160.15; 480 inch, \$168.15; 504 inch, \$176.15; 528 inch, \$184.15; 552 inch, \$192.15; 576 inch, \$200.15; 600 inch, \$208.15; 624 inch, \$216.15; 648 inch, \$224.15; 672 inch, \$232.15; 696 inch, \$240.15; 720 inch, \$248.15; 744 inch, \$256.15; 768 inch, \$264.15; 792 inch, \$272.15; 816 inch, \$280.15; 840 inch, \$288.15; 864 inch, \$296.15; 888 inch, \$304.15; 912 inch, \$312.15; 936 inch, \$320.15; 960 inch, \$328.15; 984 inch, \$336.15; 1008 inch, \$344.15; 1032 inch, \$352.15; 1056 inch, \$360.15; 1080 inch, \$368.15; 1104 inch, \$376.15; 1128 inch, \$384.15; 1152 inch, \$392.15; 1176 inch, \$400.15; 1200 inch, \$408.15; 1224 inch, \$416.15; 1248 inch, \$424.15; 1272 inch, \$432.15; 1296 inch, \$440.15; 1320 inch, \$448.15; 1344 inch, \$456.15; 1368 inch, \$464.15; 1392 inch, \$472.15; 1416 inch, \$480.15; 1440 inch, \$488.15; 1464 inch, \$496.15; 1488 inch, \$504.15; 1512 inch, \$512.15; 1536 inch, \$520.15; 1560 inch, \$528.15; 1584 inch, \$536.15; 1608 inch, \$544.15; 1632 inch, \$552.15; 1656 inch, \$560.15; 1680 inch, \$568.15; 1704 inch, \$576.15; 1728 inch, \$584.15; 1752 inch, \$592.15; 1776 inch, \$600.15; 1800 inch, \$608.15; 1824 inch, \$616.15; 1848 inch, \$624.15; 1872 inch, \$632.15; 1896 inch, \$640.15; 1920 inch, \$648.15; 1944 inch, \$656.15; 1968 inch, \$664.15; 1992 inch, \$672.15; 2016 inch, \$680.15; 2040 inch, \$688.15; 2064 inch, \$696.15; 2088 inch, \$704.15; 2112 inch, \$712.15; 2136 inch, \$720.15; 2160 inch, \$728.15; 2184 inch, \$736.15; 2208 inch, \$744.15; 2232 inch, \$752.15; 2256 inch, \$760.15; 2280 inch, \$768.15; 2304 inch, \$776.15; 2328 inch, \$784.15; 2352 inch, \$792.15; 2376 inch, \$800.15; 2400 inch, \$808.15; 2424 inch, \$816.15; 2448 inch, \$824.15; 2472 inch, \$832.15; 2496 inch, \$840.15; 2520 inch, \$848.15; 2544 inch, \$856.15; 2568 inch, \$864.15; 2592 inch, \$872.15; 2616 inch, \$880.15; 2640 inch, \$888.15; 2664 inch, \$896.15; 2688 inch, \$904.15; 2712 inch, \$912.15; 2736 inch, \$920.15; 2760 inch, \$928.15; 2784 inch, \$936.15; 2808 inch, \$944.15; 2832 inch, \$952.15; 2856 inch, \$960.15; 2880 inch, \$968.15; 2904 inch, \$976.15; 2928 inch, \$984.15; 2952 inch, \$992.15; 2976 inch, \$1000.15; 3000 inch, \$1008.15; 3024 inch, \$1016.15; 3048 inch, \$1024.15; 3072 inch, \$1032.15; 3096 inch, \$1040.15; 3120 inch, \$1048.15; 3144 inch, \$1056.15; 3168 inch, \$1064.15; 3192 inch, \$1072.15; 3216 inch, \$1080.15; 3240 inch, \$1088.15; 3264 inch, \$1096.15; 3288 inch, \$1104.15; 3312 inch, \$1112.15; 3336 inch, \$1120.15; 3360 inch, \$1128.15; 3384 inch, \$1136.15; 3408 inch, \$1144.15; 3432 inch, \$1152.15; 3456 inch, \$1160.15; 3480 inch, \$1168.15; 3504 inch, \$1176.15; 3528 inch, \$1184.15; 3552 inch, \$1192.15; 3576 inch, \$1200.15; 3600 inch, \$1208.15; 3624 inch, \$1216.15; 3648 inch, \$1224.15; 3672 inch, \$1232.15; 3696 inch, \$1240.15; 3720 inch, \$1248.15; 3744 inch, \$1256.15; 3768 inch, \$1264.15; 3792 inch, \$1272.15; 3816 inch, \$1280.15; 3840 inch, \$1288.15; 3864 inch, \$1296.15; 3888 inch, \$1304.15; 3912 inch, \$1312.15; 3936 inch, \$1320.15; 3960 inch, \$1328.15; 3984 inch, \$1336.15; 4008 inch, \$1344.15; 4032 inch, \$1352.15; 4056 inch, \$1360.15; 4080 inch, \$1368.15; 4104 inch, \$1376.15; 4128 inch, \$1384.15; 4152 inch, \$1392.15; 4176 inch, \$1400.15; 4200 inch, \$1408.15; 4224 inch, \$1416.15; 4248 inch, \$1424.15; 4272 inch, \$1432.15; 4296 inch, \$1440.15; 4320 inch, \$1448.15; 4344 inch, \$1456.15; 4368 inch, \$1464.15; 4392 inch, \$1472.15; 4416 inch, \$1480.15; 4440 inch, \$1488.15; 4464 inch, \$1496.15; 4488 inch, \$1504.15; 4512 inch, \$1512.15; 4536 inch, \$1520.15; 4560 inch, \$1528.15; 4584 inch, \$1536.15; 4608 inch, \$1544.15; 4632 inch, \$1552.15; 4656 inch, \$1560.15; 4680 inch, \$1568.15; 4704 inch, \$1576.15; 4728 inch, \$1584.15; 4752 inch, \$1592.15; 4776 inch, \$1600.15; 4800 inch, \$1608.15; 4824 inch, \$1616.15; 4848 inch, \$1624.15; 4872 inch, \$1632.15; 4896 inch, \$1640.15; 4920 inch, \$1648.15; 4944 inch, \$1656.15; 4968 inch, \$1664.15; 4992 inch, \$1672.15; 5016 inch, \$1680.15; 5040 inch, \$1688.15; 5064 inch, \$1696.15; 5088 inch, \$1704.15; 5112 inch, \$1712.15; 5136 inch, \$1720.15; 5160 inch, \$1728.15; 5184 inch, \$1736.15; 5208 inch, \$1744.15; 5232 inch, \$1752.15; 5256 inch, \$1760.15; 5280 inch, \$1768.15; 5304 inch, \$1776.15; 5328 inch, \$1784.15; 5352 inch, \$1792.15; 5376 inch, \$1800.15; 5400 inch, \$1808.15; 5424 inch, \$1816.15; 5448 inch, \$1824.15; 5472 inch, \$1832.15; 5496 inch, \$1840.15; 5520 inch, \$1848.15; 5544 inch, \$1856.15; 5568 inch, \$1864.15; 5592 inch, \$1872.15; 5616 inch, \$1880.15; 5640 inch, \$1888.15; 5664 inch, \$1896.15; 5688 inch, \$1904.15; 5712 inch, \$1912.15; 5736 inch, \$1920.15; 5760 inch, \$1928.15; 5784 inch, \$1936.15; 5808 inch, \$1944.15; 5832 inch, \$1952.15; 5856 inch, \$1960.15; 5880 inch, \$1968.15; 5904 inch, \$1976.15; 5928 inch, \$1984.15; 5952 inch, \$1992.15; 5976 inch, \$2000.15; 6000 inch, \$2008.15; 6024 inch, \$2016.15; 6048 inch, \$2024.15; 6072 inch, \$2032.15; 6096 inch, \$2040.15; 6120 inch, \$2048.15; 6144 inch, \$2056.15; 6168 inch, \$2064.15; 6192 inch, \$2072.15; 6216 inch, \$2080.15; 6240 inch, \$2088.15; 6264 inch, \$2096.15; 6288 inch, \$2104.15; 6312 inch, \$2112.15; 6336 inch, \$2120.15; 6360 inch, \$2128.15; 6384 inch, \$2136.15; 6408 inch, \$2144.15; 6432 inch, \$2152.15; 6456 inch, \$2160.15; 6480 inch, \$2168.15; 6504 inch, \$2176.15; 6528 inch, \$2184.15; 6552 inch, \$2192.15; 6576 inch, \$2200.15; 6600 inch, \$2208.15; 6624 inch, \$2216.15; 6648 inch, \$2224.15; 6672 inch, \$2232.15; 6696 inch, \$2240.15; 6720 inch, \$2248.15; 6744 inch, \$2256.15; 6768 inch, \$2264.15; 6792 inch, \$2272.15; 6816 inch, \$2280.15; 6840 inch, \$2288.15; 6864 inch, \$2296.15; 6888 inch, \$2304.15; 6912 inch, \$2312.15; 6936 inch, \$2320.15; 6960 inch, \$2328.15; 6984 inch, \$2336.15; 7008 inch, \$2344.15; 7032 inch, \$2352.15; 7056 inch, \$2360.15; 7080 inch, \$2368.15; 7104 inch, \$2376.15; 7128 inch, \$2384.15; 7152 inch, \$2392.15; 7176 inch, \$2400.15; 7200 inch, \$2408.15; 7224 inch, \$2416.15; 7248 inch, \$2424.15; 7272 inch, \$2432.15; 7296 inch, \$2440.15; 7320 inch, \$2448.15; 7344 inch, \$2456.15; 7368 inch, \$2464.15; 7392 inch, \$2472.15; 7416 inch, \$2480.15; 7440 inch, \$2488.15; 7464 inch, \$2496.15; 7488 inch, \$2504.15; 7512 inch, \$2512.15; 7536 inch, \$2520.15; 7560 inch, \$2528.15; 7584 inch, \$2536.15; 7608 inch, \$2544.15; 7632 inch, \$2552.15; 7656 inch, \$2560.15; 7680 inch, \$2568.15; 7704 inch, \$2576.15; 7728 inch, \$2584.15; 7752 inch, \$2592.15; 7776 inch, \$2600.15; 7800 inch, \$2608.15; 7824 inch, \$2616.15; 7848 inch, \$2624.15; 7872 inch, \$2632.15; 7896 inch, \$2640.15; 7920 inch, \$2648.15; 7944 inch, \$2656.15; 7968 inch, \$2664.15; 7992 inch, \$2672.15; 8016 inch, \$2680.15; 8040 inch, \$2688.15; 8064 inch, \$2696.15; 8088 inch, \$2704.15; 8112 inch, \$2712.15; 8136 inch, \$2720.15; 8160 inch, \$2728.15; 8184 inch, \$2736.15; 8208 inch, \$2744.15; 8232 inch, \$2752.15; 8256 inch, \$2760.15; 8280 inch, \$2768.15; 8304 inch, \$2776.15; 8328 inch, \$2784.15; 8352 inch, \$2792.15; 8376 inch, \$2800.15; 8400 inch, \$2808.15; 8424 inch, \$2816.15; 8448 inch, \$2824.15; 8472 inch, \$2832.15; 8496 inch, \$2840.15; 8520 inch, \$2848.15; 8544 inch, \$2856.15; 8568 inch, \$2864.15; 8592 inch, \$2872.15; 8616 inch, \$2880.15; 8640 inch, \$2888.15; 8664 inch, \$2896.15; 8688 inch, \$2904.15; 8712 inch, \$2912.15; 8736 inch, \$2920.15; 8760 inch, \$2928.15; 8784 inch, \$2936.15; 8808 inch, \$2944.15; 8832 inch, \$2952.15; 8856 inch, \$2960.15; 8880 inch, \$2968.15; 8904 inch, \$2976.15; 8928 inch, \$2984.15; 8952 inch, \$2992.15; 8976 inch, \$3000.15; 9000 inch, \$3008.15; 9024 inch, \$3016.15; 9048 inch, \$3024.15; 9072 inch, \$3032.15; 9096 inch, \$3040.15; 9120 inch, \$3048.15; 9144 inch, \$3056.15; 9168 inch, \$3064.15; 9192 inch, \$3072.15; 9216 inch, \$3080.15; 9240 inch, \$3088.15; 9264 inch, \$3096.15; 9288 inch, \$3104.15; 9312 inch, \$3112.15; 9336 inch, \$3120.15; 9360 inch, \$3128.15; 9384 inch, \$3136.15; 9408 inch, \$3144.15; 9432 inch, \$3152.15; 9456 inch, \$3160.15; 9480 inch, \$3168.15; 9504 inch, \$3176.15; 9528 inch, \$3184.15; 9552 inch, \$3192.15; 9576 inch, \$3200.15; 9600 inch, \$3208.15; 9624 inch, \$3216.15; 9648 inch, \$3224.15; 9672 inch, \$3232.15; 9696 inch, \$3240.15; 9720 inch, \$3248.15; 9744 inch, \$3256.15; 9768 inch, \$3264.15; 9792 inch, \$3272.15; 9816 inch, \$3280.15; 9840 inch, \$3288.15; 9864 inch, \$3296.15; 9888 inch, \$3304.15; 9912 inch, \$3312.15; 9936 inch, \$3320.15; 9960 inch, \$3328.15; 9984 inch, \$3336.15; 10000 inch, \$3344.15.

Galvanized pipe—¾ inch, \$3.40; 1 inch, \$3.50; 1½ inch, \$4.30; 2 inch, \$5.20; 1 inch, \$7.55; 1½ inch, \$10.25; 2 inch, \$12.25, 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—4 in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, 10.

Shovels—Discounts 50 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$3.35 per cwt.; cut coil, \$3.25 per cwt.

Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c. Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Shingles—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 60 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

Scraps—Bright iron round, head, 80 and 10 p. cent.; flat head, 80 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Lined Oil—Raw, per gal., 80c; boiled, per gal., 83c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White, lead in ton lots, decorative Bright wire, \$2.50 f.o.b. special, \$8.50; in small lots, advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple, barrel in casks, 30 and 10 p. quantities, 4c per lb. and up.

Putty—Casks, \$2.90 per cwt.; 100-lb. cases, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40.

Paris Green—2½ cents per 112-lb.

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS
Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have
to.

DON'T PUT OFF

**R. C. Jamieson & Co.,
Limited**

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

Stephens

Pure
Ready Mixed
PAINTS

Will Bring
The Particular
Paint Buyers
Your Way

To stand the Western climatic changes
a paint must have plenty of elasticity.
Stephens Paints wear well and do not
crack or pull off.

They are the best value that you can
offer to your trade.

We use pigments which are purchased
in the finest market in the world, pig-
ments that we combine with pure linseed
oil by most up-to-date mixers.

If you want better results in your paint
dept., Stephens Paints will bring them.

Write for agency proposition.



G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-TO-DATE. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and tinsmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

WOULD EXCHANGE ALBERTA LAND FOR small hardware stock in Alberta or Saskatchewan. Box 712, Hardware & Metal, Toronto. (46)

FOR SALE

A STOCK OF CUT NAILS FOR SALE. James & Reid, Perth, Ont. 46

BARGAIN—STEEL CHANNELS—FOR SALE, below present market price, about 450 each of 4 in. 5½ lb. steel channels in the following lengths:—164½ in., 156 in., 30 3-16 in. and 41½ in. Apply Purchasing Agent, The Canadian Rumely Co., Ltd., 48 Abell St., Toronto. (46)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (t)

DOUBLE YOUR FLOOR SPACE — BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

SITUATIONS VACANT

A TINSMITH WANTED — A MAN THAT has had a little experience in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey. (46)

BUILDERS' HARDWARE SALESMAN — must be thoroughly competent to take complete charge of builders' hardware department. Write, giving experience, reference and salary wanted to Cunninghams, Limited, 1012 Granville St., Vancouver, B.C. (48)

STOCKKEEPER WANTED FOR SUPPLY room for pulp mill. Wages \$60.00 per month to start. Apply in own handwriting to North Shore Power Railway & Navigation Co., Quebec. (45)

WANTED—A MAN THAT HAS HAD A LITTLE experience in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey, Ont. (47)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

TECHNICAL BOOKS

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Merchants and Salesmen!

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.

Before the Interview.

Getting Interviews.

The Approach.

Selling Talk.

Answering Objections.

Selling Tactics.

Closing Sales.

Cash with Order.

Samples.

Getting the Price.

Credits and Terms.

Cancelled Orders.

Territory.

Long vs. Short Trips.

Finding New Customers.

Salesmen's Relation to House.

Salesmen and Advertising.

Expense Accounts.

Promotions.

Bribes.

Conduct Toward Customer.

Special Tactics.

Character and Conduct.

183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

TECHNICAL BOOKS.

143-149 University Ave.

TORONTO

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES,
at \$2.50 each. Box 920, HARD-
WARE AND METAL, Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion

1c. per word subsequent insertion

5c. extra per insertion for box number if required.

When writing advertisers, kindly mention having seen the ad. in this paper.



Mac's Special Red Hone Curling Stones

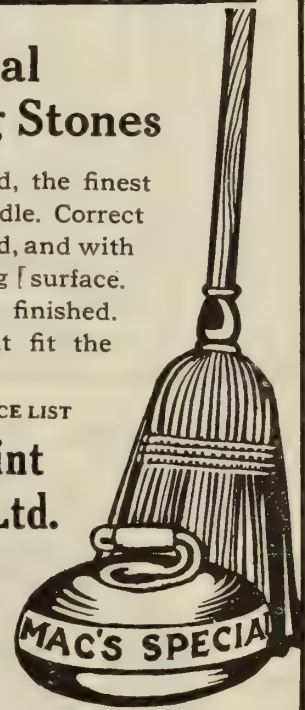
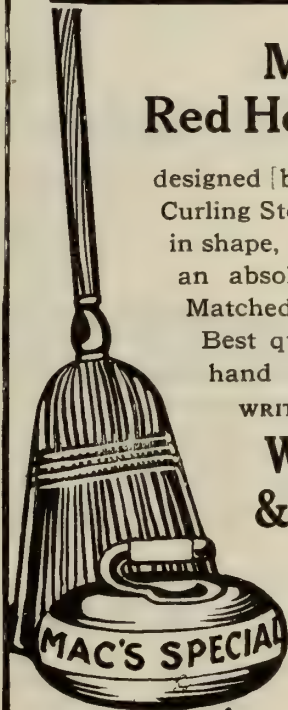
designed [by Jas. MacDiarmid, the finest Curling Stones you could handle. Correct in shape, beautifully balanced, and with an absolutely true-running [surface. Matched pairs and well finished. Best quality handles, that fit the hand perfectly.

WRITE FOR DEALERS' PRICE LIST

Winnipeg Paint & Glass Co., Ltd.

"Everything for a Building."

Winnipeg,
Man.



SUPERIORITY!

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

**NEW
ERA
PAINT**

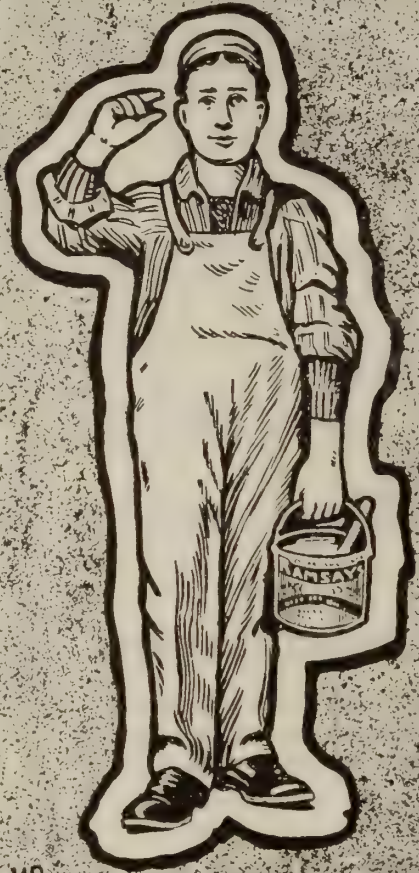
NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish Co., Limited

WINDSOR

ONTARIO



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

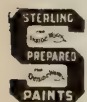
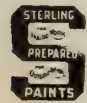
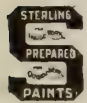
he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal



Those Paints

will bring you a good profit and protect you against dissatisfied consumers. Their quality is unexcelled and the price is reasonable.



Canadian Oil Companies, Limited, - Toronto

HALIFAX

CALGARY

ST. JOHN

EDMONTON

MONTREAL

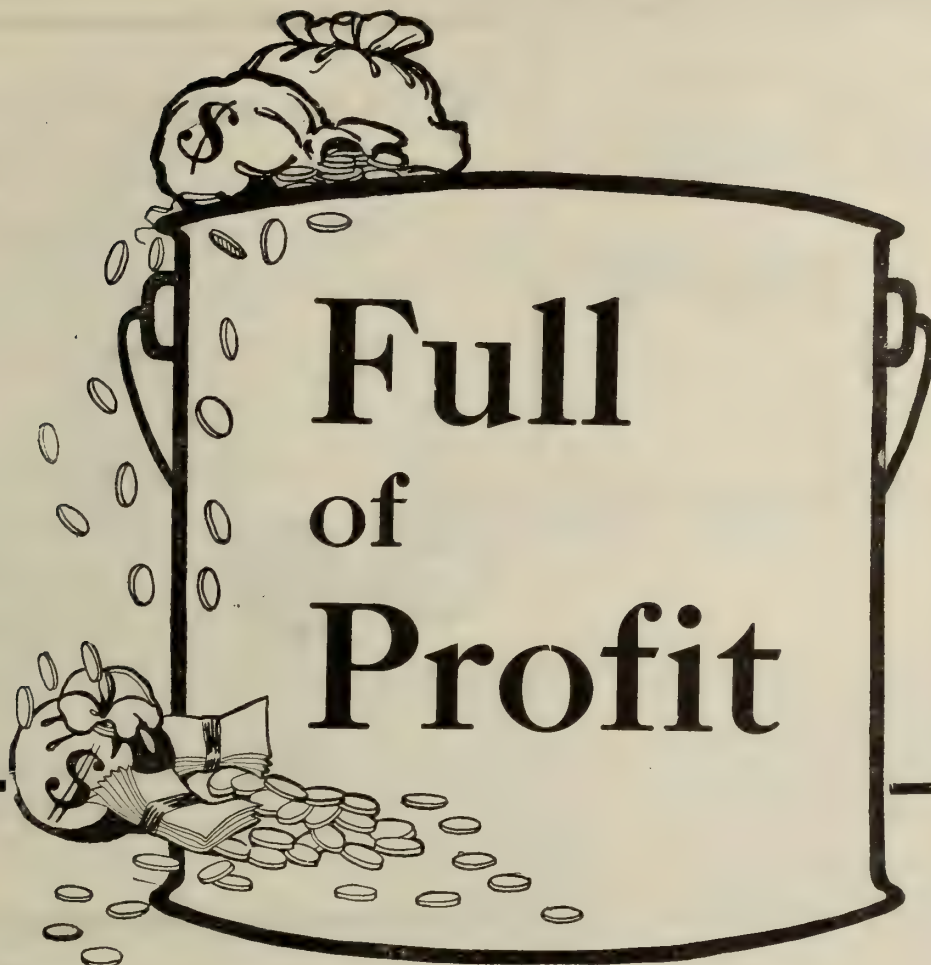
HAMILTON

QUEBEC

LONDON

WINNIPEG

OTTAWA



SHERWIN-WILLIAMS PAINTS, VARNISHES, ENAMELS, STAINS, etc., have the excellence and reliability that consumers appreciate. Besides the profit on each sale, there is the profit in selling an article that will please the purchaser and bring him back to your store for all his trade. It is good business to satisfy your paint customers with Sherwin-Williams' Products. It will give them confidence in you and in all your stock. The high reputation of Sherwin-Williams has been built solely on the quality of their goods and the fact that they make a suitable paint, varnish, stain or enamel for every purpose. These are a few reasons why you should sell Sherwin-Williams goods.



SHERWIN-WILLIAMS
PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

Reflex

Bronze Liquid



"Best the world ever saw"

This is a liquid that should be stocked by every progressive hardware dealer.

It mixes easily with any kind of bronze powder and forms a paint that will not deteriorate as quickly as the prepared kind.

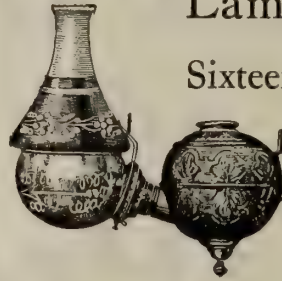
You will do your customers justice by offering them this liquid, and bronze powder.

Write to-day for particulars.

The
Ault & Wiborg Co.
OF CANADA, LIMITED

TORONTO
WINNIPEG **MONTREAL**

YOUR patrons with more dollars to spend for light than Angle Lamps cost, cannot buy a better lighting proposition than Angle Lamps.



All styles, 1 to 8 Burners.

Sixteen hours of perfect light on one quart of oil—light without smoke, smell, undershadow or *Danger*.

Angle Manufacturing Co.
244-246 West 23rd Street,
New York City

If you
want to
handle

**WIRE
NAILS**

of superior
quality,
consult us
at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON **ONTARIO**

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE PROTECTION OF PAINT

The dealer has a mighty strong argument for business who talks the value of paint as a protector. Paint protects against wear and decay.

MARTIN-SENOUR PAINT 100% PURE

saves the citizens of Canada thousands of dollars every year in the added life and usefulness it gives to all sorts of paintable property. Use this argument, Mr. Paint Dealer—sell MARTIN-SENOUR Paints and Varnishes then your profits will grow as your customers see the saving. Write today for our dealers' proposition.

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



IT MAY SEEM STRANGE

But it is none the less true, that no dealer ever gives up handling DOUGALL VARNISH.

It does not take long to prove that Dougall Varnish will please your customers and bring increased business to your store. This is because it is scientifically made from pure materials and properly aged.

Another reason is that it is

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President.

Associated with MURPHY VARNISH CO., U.S.A.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba—Bissett & Loucks, Limited, Winnipeg

**Reliable
QUALITY**

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



Electrical Contractors will find the STANDARD BORING MACHINE

indispensable for wiring work, and that it is reliable and durable. It will make hard wood work jobs easy, and will perform the most delicate as well as ordinary task. Smooth working.

Your equipment is incomplete without it. You will be interested in our descriptive booklet.

FORD AUGER BIT CO.
Holyoke, Mass., U.S.A.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable
White Mop
Wringer Co.



MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

JAMES CARTLAND & SON

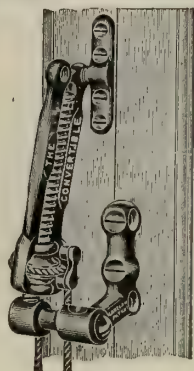
BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple
Effective
Compact



1796 IRON

$\frac{3}{8}$ screw 4/-
 $\frac{1}{2}$ " 6/6

1795 BRASS

$\frac{3}{8}$ screw 5/6
 $\frac{1}{2}$ " 8/6

1797 GUN METAL

$\frac{3}{8}$ screw 6/6
 $\frac{1}{2}$ " 10/6
each.

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
application to wholesale Hardware Merchants.

Feature Success Lamps



THESE big, strong, all-metal, Pilabrasco Lamps are building trade right now for hundreds of Canadian merchants. And they're real, live-wire features for your store.

Every one you sell means a customer satisfied. Success Lamps use less oil—burn longer—and give more light than any other oil-lamp made. They deliver real lamp service to your customer and, besides, they're mighty profitable to you.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian
Office



119 Wortley Rd.
London, Ontario

R. E. DAVIS, Special Representative.
GENERAL OFFICES - - PITTSBURGH, PA.

COSMOS



ONE OF OUR MODERN DESIGNS

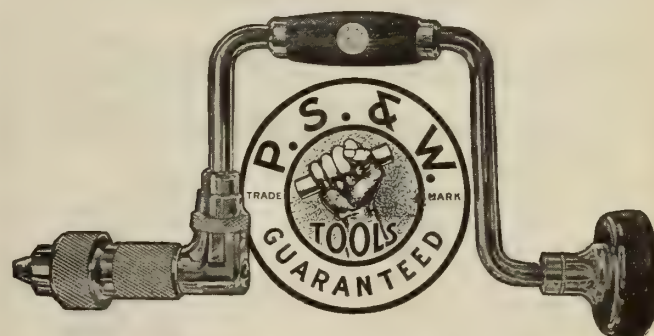
Particulars on Request.

P. & F. CORBIN

Division

The American Hardware Corporation
NEW BRITAIN, CONN.

P. & F. Corbin P. & F. Corbin P. & F. Corbin Division
of Chicago of New York of Philadelphia



Every Hardware Dealer Should
Have this P. S. & W. Brace in Stock

ITS Ball-bearing Chuck grips any type of drill-shank like a vise, and can be tightened or released by a turn of the wrist. Forged-steel alligator jaw, steel sweep, coco-bolo center and steel-capped lignum-vitæ head with dust-proof ball-bearings.

Write for catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

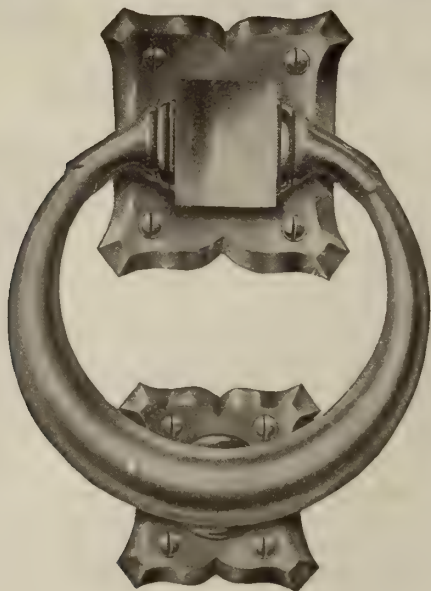
Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd.; Hamilton—Wood-Vallance, Ltd.; London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd.; Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros. Ltd.; Saskatoon—J. H. Ashdown Hdwe. Co., Ltd.; Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd.; Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe Co., Ltd.; Wood, Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.

MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware
Established 1819

Address 29 Murray St., New York, N. Y., U.S.A.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

A. & J. Automatic

ONE HAND EGG BEATER Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD ONT.

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

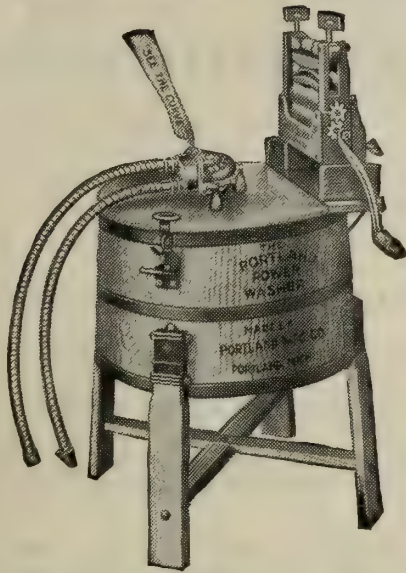
The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

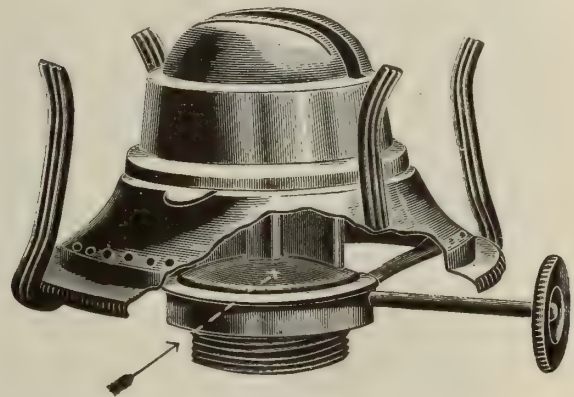
SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

"FIRED"

By this we don't mean that a man is "canned," i.e., lost his job.



"Fired" to a burner man means that a burner has become overheated and caught fire.

Any burner without a **covered base** is liable to become "Fired," because the little basket down under the burner deck is the most natural place in the world that would collect little pieces of oil-soaked wick.

Banner Burners **have a covered base**, and for this reason cannot become "Fired."

It costs a little more money to put on this covered base, but we are taking a chance on getting out even and giving the people a better burner.

Write to us for sample burner, enclosing four cents to cover postage, and we will send you sample Banner Burner.

Address "Dept. E"

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

CONNOR BALL BEARING WASHER



is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. The many

Exclusive Features Make it Easy to Sell

as they attract unusual attention and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address.

Drop us a card. Send for a copy of our new catalogue, now ready.

J. H. Connor & Son

Limited

OTTAWA, ONTARIO

Dealers!

**HERE'S YOUR CHANCE
TO MAKE A SPLASH.**

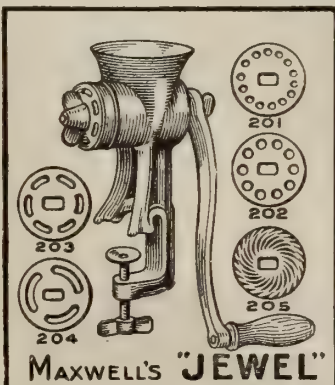
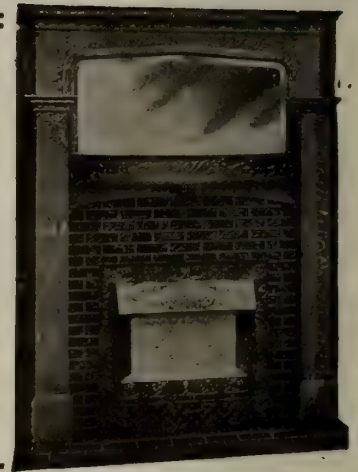
This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



THE L. MARTIN CO.'S GERMANTOWN LAMPBLACK



The Highest Standard Lampblack For All Purposes

We are the originators and sole manufacturers of Old Standard, Eagle, Pyramid, and Globe Germantown Lampblack. Named after our first factory in Germantown, Philadelphia, over sixty-three years ago. No firm ever existed sixty years whose only recommendation was low price.

All blacks that bear the name of the L. MARTIN CO., are of the best. By no other means could a firm have so triumphantly stood the test of time.

The L. MARTIN CO., New York, Philadelphia, Cincinnati, London, Eng.

ESTABLISHED 1849

MR. DEALER—

HERE IS A GOOD CHRISTMAS AND ALL-YEAR-ROUND LINE

The Vacuum Cleaning process is the only perfect way to clean floors, carpets, rugs, bedding, etc. The V-A-C-M is the only perfect customer pleasing hand power Vacuum carpet sweeper made. Its patented chain drive, and double actuating bellows, gives an unsurpassable dirt pulling power. It has the tenacity of a bulldog. It takes all the dirt right out of the carpets, unlike the old fashioned carpet sweeper which only removes some of the surface dirt. Add this to your lines, and protect your patrons from disease, by selling them The V-A-C-M germ catcher. Its retail price is reasonable, and allows a fair margin for your profits. Surely you are alive to a good thing. Ask me to send you full particulars.

W. BRIGG, Hamilton, Ont.

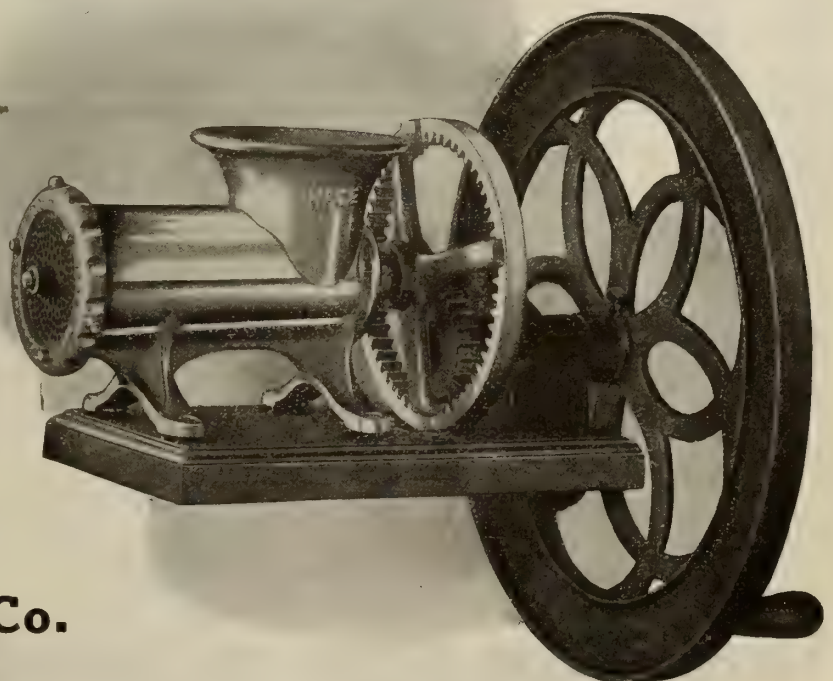
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture Refrigerator Door Fasteners, Refrigerator Hinges, and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

BUR-NOR

The Real Test of a Hatchet

BUR-NOR

Bur-Nor
Handles do not shrink
nor heads fly off the
Handles



Comes in the actual service rendered. Bur-Nor all steel Hatchets give 50% more service than any wooden handled Hatchet. Handles are reinforced equal to a pull of over 300 pounds. Blades tempered in oil. Heads hardened. All parts firmly riveted. That's *WHY* you should sell the "Bur-Nor."

No. 100
Special Packing
Hatchet for Barrel,
Packing or Shipping
Room use.

Write us for catalogue and prices *TO-DAY*.

Burgess-Norton Mfg. Co.
Geneva, Illinois, U.S.A.

BUR-NOR

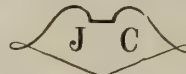
BUR-NOR

Improved Patent Flush
Handle

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

TRADE



MARKS

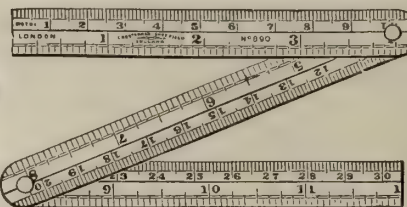


TREBLE



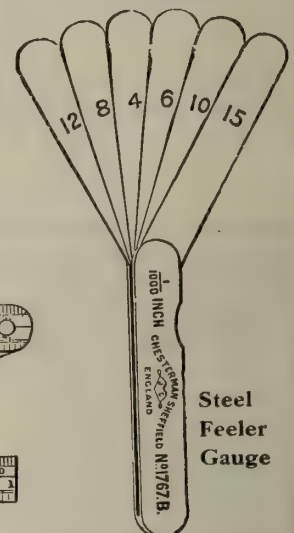
For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small
Tools



Steel
Feeler
Gauge

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works:
Lachine Canal

SMITH HARDWARE CO., LIMITED

240 LEMOINE STREET, MONTREAL

When you want goods of quality specify

UTICA  BRAND
TRADE MARK



Manufactured by The Utica Drop Forge and Tool Co.
UTICA, N.Y.



We carry in stock a complete line of all kinds of German cutlery
and hardware manufactured by Peter Ludwig Schmidt, Germany.
Finest Quality Guaranteed.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of
your store, and will enable you to give your customers quicker
and more efficient service.
Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for
same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

"Hercules" Drills Are Made From High Percentage Vanadium High Speed Steel

Tools of Quality

TRADE



ARK

bear these marks.

Tools of Quality

TRADE



MARK

bear these marks

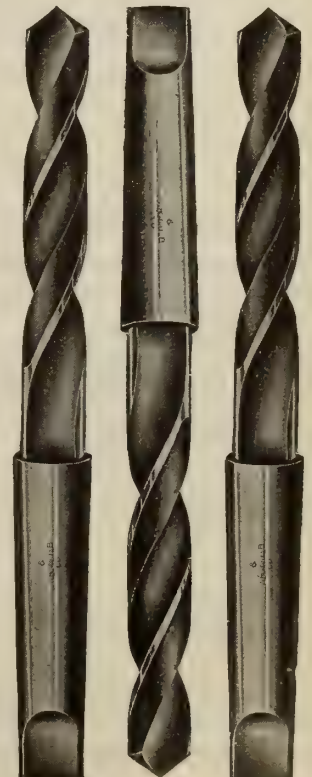
Catalog 74-C will
be sent on request.

Next in importance to the best material
for making drills is the process of manu-
facture.

"Hercules" High Speed Twist Drills
are made under the Twisted-While-Hot-
Process—retaining all the strength of the
steel and producing drills with long edge
holding qualities.

The taper shanks, usually one size
larger than ordinary, prevent tang troubles
and give a greater driving power because
the drill fits into the chuck firmly and in the
centre.

What's the use of using drills without
backbones when you can get "Hercules" from
your jobber. Send order direct if you prefer.



The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

FACTORY AT - - ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

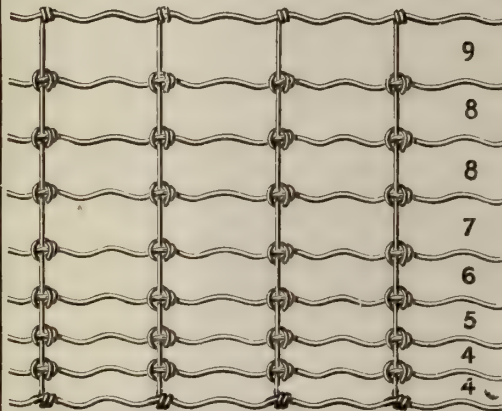
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

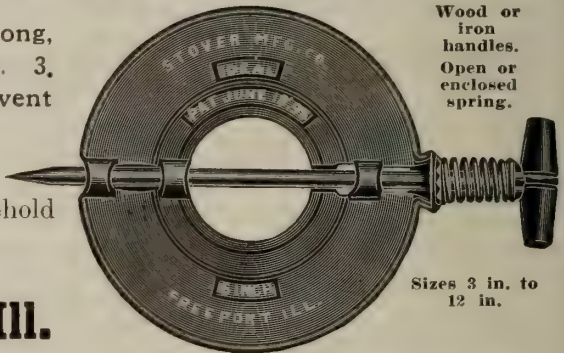
STOVER'S STOVE AND FURNACE TRIMMINGS

This is the damper you should sell, because 1. It has a long, sharp point. 2. Two lugs on spindle to lock it in the blade. 3. Retains any position in pipe. 4. Strengthened by rings to prevent breaking and warping. 5. Is the easiest to put in place.

We specialize in making stove and furnace trimmings, fire-place fixtures, waffle irons and a general line of shelf and household hardware.

Will Send Catalog on Request.

Stover Mfg. Co., 709 East St., **Freeport, Ill.**



Wood or iron handles. Open or enclosed spring.

Sizes 3 in. to 12 in.

**McKinnon
Electric-Welded
Coil Chain**



**McKinnon
Swell-Weld
Coil Chain**

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE BY

McKINNON CHAIN COMPANY

Sales Office:
BUFFALO, N.Y.

Factory:
ST. CATHARINES, ONT.



See The Swell?

MADE IN CANADA

Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN"
"EAGLE"

"ARCADE"
"McCLELLAN"

"GREAT WESTERN"
"KEARNEY & FOOT"

"GLOBE"
"J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., - - Port Hope, Ont.

**"I Tell
You It's
A Great
Saw"**



The best advertisement for your store is a satisfied customer. The carpenter who buys a

SIMONDS SAW

and is pleased with his purchase returns again to give you more of his trade. This is one sure way to gain friends among the best buyers. Each Simonds Hand Saw is fully warranted, and you are absolutely protected against loss in selling it.

Simonds Canada Saw Company, Limited
MONTREAL, P. Q.

St. John, N.B. Vancouver, B.C. In the U.S.—The Simonds Mfg. Co.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.
MONMOUTH, ILLINOIS, U.S.A.

Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.



MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

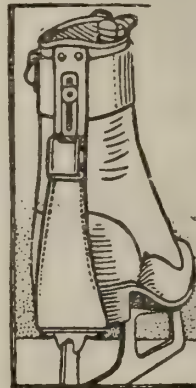
WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO

"Perfection" ANKLE SUPPORT "A SPLENDID WINTER SELLER"

It is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.



Write for particulars and prices.
Good profits await you.

THE OWEN SOUND STEEL PRESS WORKS
OWEN SOUND, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



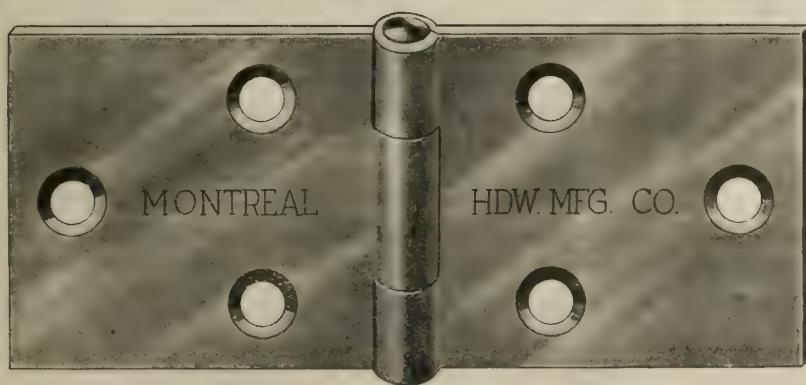
The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Wrought Steel Back Flaps



This is one of our new lines. Guaranteed, the same as all our other lines, to be of the very finest material, workmanship and finish.

You will make no mistake by ordering M. H. goods, because the quality is the best and deliveries always prompt. You get the goods when you want them.

We guarantee satisfactory service. If you have not one of our catalogs in your possession—send for one to-day. Even if you do not want to purchase immediately, you should have this catalog for reference.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

QUEBEC

The World's Largest

PURE LAMPBLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a **WRITTEN GUARANTEE**

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto;
H. W. Glassco, Winnipeg.

The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company

Schiller Building, Chicago



Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

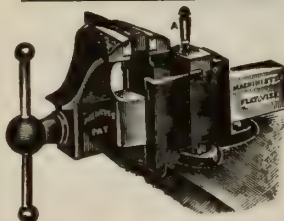
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

**PRENTISS
VISE**

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Christine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

**BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER,
METAL SPINNINGS**

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

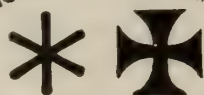
LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

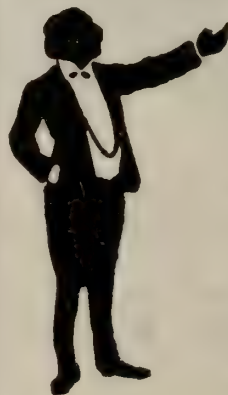


GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

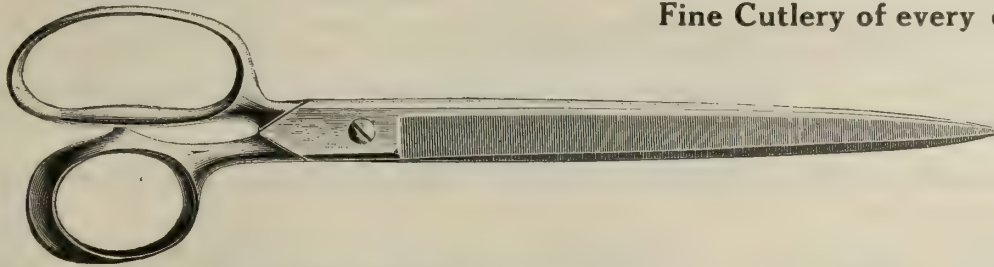
TRY A CONDENSED AD. IN THIS PAPER.

J. A. HENCKLES

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

Fine Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal



Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

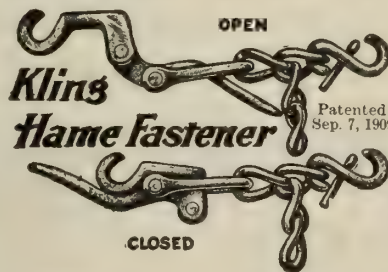
Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.

D. C. Ross & Co., 56 Colborne St., Toronto, Ont.

Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS

KENNEDY HARDWARE CO., TORONTO

STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY

J. SAMUELS, TORONTO, ONT.



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

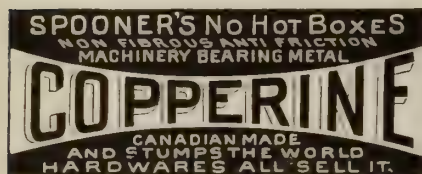
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded, Warehouse on Transfer Track. Business solicited.

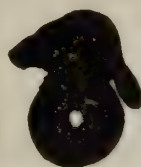
OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoeland Overshoe Buckles, Felloe Plates.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET, QUEBEC

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and lasts twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street Birmingham

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND
SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

CLIPPERS.



HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

BOILERS.



HARDWARE MEN

Put in a stock of

FEED COOKERS

Write

The James Bros. Foundry Co.
Perth, Ont.,

For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

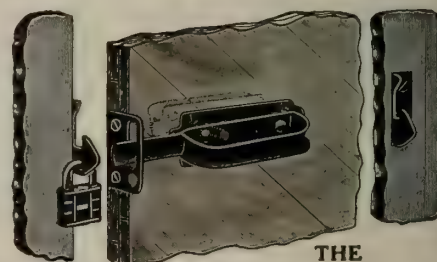
IRON.

PIG IRON

STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.

118 Queen St. - Glasgow, Scotland



THE

SECURITY

ALL STEEL BARN DOOR LATCH

A Strong 25c. Seller

Combining all of the best features of the best latches, besides adding several original and VALUABLE exclusive features. Your trade will readily appreciate its merits and when shown THE SECURITY will have no other.

NOTE the large handles on both sides and the lip at the top of strike which dashes the latch into the recess of strike so that the door will not rebound when slammed. Padlock hasp cannot be removed with screw driver when door is locked.

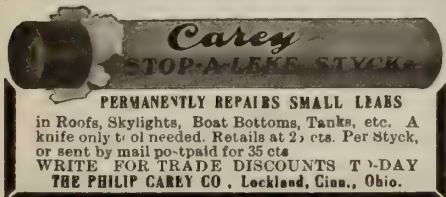
A Strictly GRAVITY LATCH.
NO SPRING TO RUST OR BREAK.

Nicely packed with directions.

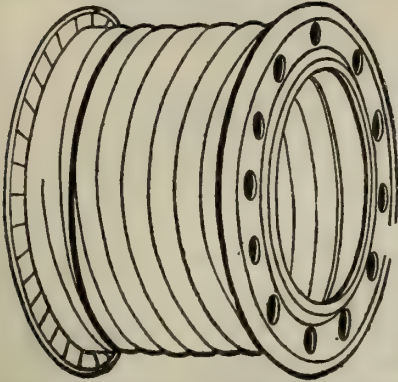
A working model with each order for the asking.

Ask for catalog of Mail Boxes and Hardware Specialties.

THE PECK-HAMRE MFG. CO.
BERLIN, WIS.



O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

The "Lucky Grip" Bent Trimmer Shear

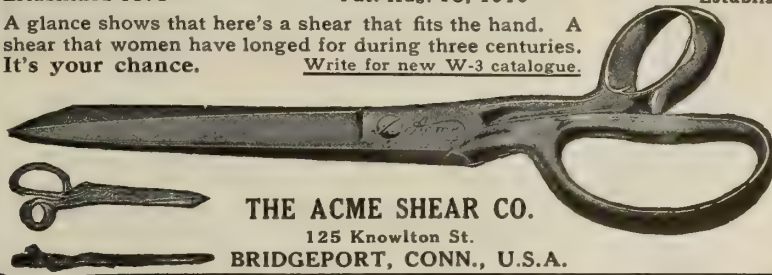
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

125 Knowlton St.

BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross

When writing advertisers kindly mention this paper.

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making

positions there. You may find just what you want.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

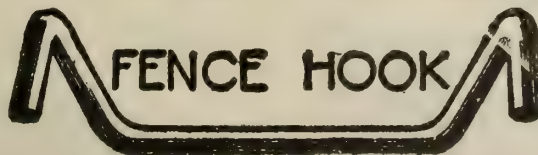
A. SHAW & SON,

London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER

Stanley Tools

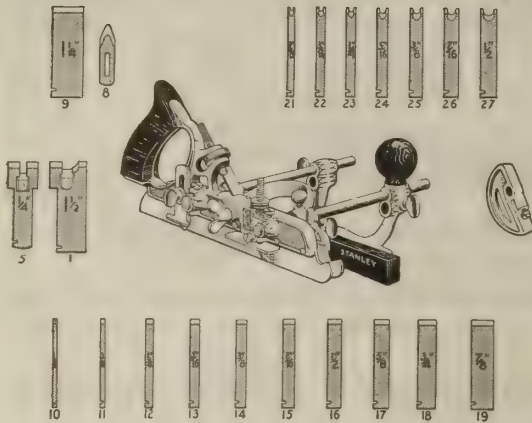
"45."

Seven Tools in One

- 1.—Beading and Centre Beading Plane. 2.—Rabbit and Filletster Plane.
3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash
Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.



Stanley
Bule & Level Co.
NEW BRITAIN, CONN. U.S.A.



The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON. - SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

A want ad. in this paper will bring replies from all parts of Canada.

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE
MERRICKVILLE, ONT.

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
GUELPH, ONT. LIMITED

**Not
To-morrow
But
To-day**

is the time to lay in your stock of "ERMALINE" cooking bags.

Since their introduction some months ago, the Erma-line system of cooking with paper bags has made many friends, because it means

**NO WASTE
NO SMELL
NO HEAT
NO DIRT**

Its other advantages are

**MORE FOOD
BETTER FLAVOR
LESS WORK
NO WORRY**

If you have not got a stock of "ERMALINE" Bags, someone else in your district is getting the business which by right should be yours.

Drop us a card to-day and we will send you without charge, samples for your own use and for distribution.

EDWARD LLOYD, Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

When writing advertisers kindly mention this paper.

John Morrow Screw and Nut Company, Limited

**"MORROW" Twist Drills
"MORROW" Screws
"MORROW" Nuts**

All are the best of their lines. The perfect kind.
These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited
INGERSOLL, CANADA

You Are Doing Useless Work and Losing Money

if you keep accounts in the old way. Since the introduction of the

McCaskey Account Register System

many dealers have stopped working after business hours, are collecting their accounts easier and giving their customers better satisfaction.

Here's what one user has to say—

In your letter of recent date you ask, Are you satisfied with our 1020 Account McCaskey Register? Replying, would say, **WE ARE SATISFIED.** After using your system past eighteen months, like it better each day, and recommend it to all dealers.

Our accounts are handled with one writing and show each balance brought forward up to the minute, totaled ready for settlement, with no copying, posting or night work. Saves lots of valuable time and pleases the customers, also cuts down our credits by acting as a collector in a courteous way.

Yours truly,

With this one writing you give your customers a duplicate which acts as a reminder as to the amount which they owe. This duplicate is what works wonders in collecting accounts.

Let us tell you more about the McCaskey System—every progressive dealer should be interested. Write to-day.

Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)



FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



Farmers and Grocers

Are Prospective Buyers Of

THE CHAMPION CIDER MILL

Get After Them—A Good Profit Awaits You

This Grinding Mill does its work rapidly and easily; can be worked by hand or power.

The pressing tubs are strong and are so constructed that they cannot clog.

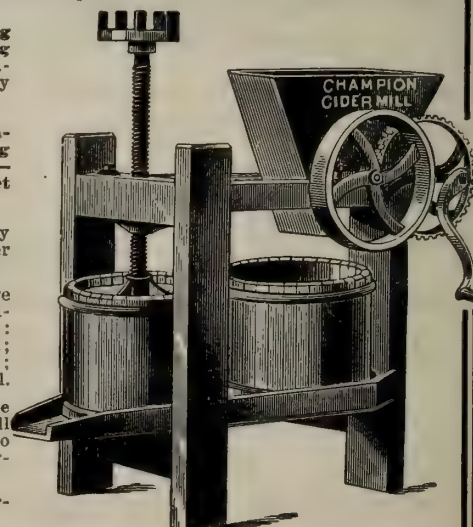
The whole machine is strong and well made — has nothing to get out of order.

It has many advantages over other makes.

We manufacture three sizes, capacities as follows:
No. 1, 1 Bushel;
No. 2, $\frac{3}{4}$ Bushel;
No. 3, $\frac{1}{2}$ Bushel.

Stock a sample at once — it will enable you to procure many orders.

Write for particulars.



The London Foundry Co., Ltd.
LONDON, CANADA

WHEN THE MERCURY GOES DOWN

THERE IS A CONTINUAL CALL FOR THESE LINES.

Don't turn away business—have the goods in stock so immediate sales may be effected.

COLE'S AIRTIGHT SHEET IRON HEATERS

Burn wood or coal, and throw out a big heat. Made in designs suitable for use in parlors, bedrooms, offices, warehouses, barns or lumber camps.

SEND FOR DESCRIPTIVE
CATALOG AND PRICE LIST



Stove Pipe Elbows, Pipes,
Dampers, Tees, Tapers,
Collars, Boards, Mica, etc.

Everything required to set up a stove.

Galvanized Furnace Pipe and Galvanized Elbows supplied on short notice.

E. T. Wright & Co., HAMILTON
(H. G. Wright) CANADA

WRIGHT'S TUBULAR RADIATORS

will heat a room as quickly as any other means, and with no extra expenditure for fuel. Waste heat, which would otherwise escape, is utilized. Made in two sizes, and for 5, 6 or 7 inch pipe.

YOU CAN SELL THEM.



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptible to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning \$10.00, \$12.00 and \$15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE

::

::

TORONTO, ONT.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittedge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price \$2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½¢ per hundred to \$10 a hundred. Leather bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; price \$1.00. Paper cover; price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluek. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKING.

By Paul N. Hasluek. A book of tools, materials and processes for the handyman. Every method of working metals with hand tools and simple machine tools is treated in a clear and practical manner. 760 pages; 6¼ x 8¼; 2,206 illustrations. Cloth bound. Price \$2.50.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue

- - -

TORONTO, ONT.

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	83	Directory of Manufacturers	82	McArthur, Alex., & Co.	59	Ramsay, A., & Sons Co.	64
American Bolt & Screw Case Co..	28	Domion Cartridge Co.	32	McClary Mfg. Co.	26	Raymond Bros.	82
American Shearer Co.	82	Domion Register Co.	86	McDougall, R., Co.	70	Rice, Knight, Ltd.	78
Andrews Wire Works	23	Dorken Bros.	8	McGlashan-Clarke Co., Ltd.	59	Ross Rifle Co.	92
Angle Mfg. Co.	66	Dougall Varnish Co.	67	McKinnon Chain Co.	76		
Atkins & Co., E. C.	84			Magnolia Metal Co.	16	Salverds Mfg. Co.	23
Atlas Mfg. Co.	82	Eastern Mfrs., Ltd.	85	Maple City Mfg. Co.	77	Samuels, J.	81
Ault & Wiborg	66	Enterprise Enamel Co.	14	Martin, The L. Co.	73	Sapho Mfg. Co.	32
Aylmer Pump & Scale Co.	78			Martin-Senour Co.	67	Saskatchewan Glass & Supply Co., The	84
		Fisk Publishing Co.	80	Maxwell, D., & Sons	72	Seymour, Henry T., Shear Co.	83
Barnett, G. & H.	76	Ford Auger Bit Co.	68	Metallic Roofing Co.	19	Simonds Canada Saw Co.	77
Barton Netting Co.	72	Frost Wire Fence Co.	68	Metal Shingle & Siding Co.	21	Sharrat & Newth	83
Bosse & Banks	82		Outside front cover	Millers Falls Co.	20	Shaw, A., & Son	83
Bowser, S. F., & Co., Ltd.	57	Garlock Packing Co.	79	Mitchell & Co., David	82	Sheet Metal Products Co.	2
Brandram-Henderson, Ltd.	55	Glockler, Bernard	73	Montreal Hdw. Mfg. Co.	79	Sherwin-Williams Co.	30
Brigg, W.	72	Goodell-Pratt Co.	24	Moore & Co., Benjamin	61	Shurly-Dietrich Co., Ltd.	30
Buck Stove Co., Wm.	74	Greeff Bredt & Co.	20	Morris & Bailey Steel Co.	10	Smith Hardware Co.	75
Burgess Norton Co.	24	Greening, B., Wire Co.	10	Morrison Brass Mfg. Co.	4	Southington Mfg. Co.	82
Burman's Clippers	12	Guelph Spring & Axle Co.	85	Morrow, John, Screw Co.	85	Spooner, Alonzo W., Ltd.	82
Burrow Stewart & Milne	28	Gutta Percha & Rubber Mfg. Co.		Myers & Bro., F. E.	85	Standard Chain Co.	10
			Inside back cover			Standard Paint & Varnish Co.	63
Cameron & Campbell	75	Hamilton & Son, C. J.	16	National Hardware Co.	24	Standard Silver Co.	11
Canada Foundry Co.	80	Hamilton Stamp & Stencil Wks.	82	National Mfg. Co.	18	Stanley Rule & Level Co.	84
Canada Metal Co.	82	Harris, J. W., Co.	14	National Safety Snap Co.	81	Steel Co. of Canada, Ltd.	6
Canada Steel Goods Co.	8	Heinisch, R., Sons Co.	59	New Imperial Cycles, Ltd.	81	Steel Trough & Machine Co.	20
Canada Wire & Iron Goods Mfg. Co.	86	Henderson & Richardson	71	Newman, W., & Sons	82	Stevens, G. F., & Co.	61
Canadian Copper Co.	68	Hero Mfg. Co.	15	Nicholson File Co.	77	Stevens, The Jno., Co.	23
Can. Fairbanks-Morse Co., Ltd.	2	Howland, H. S., Sons & Co.	7	North Bros. Mfg. Co.	1	Stewart, Jas., Mfg. Co.	20
Can. Mfts. Exhibitors, Ltd.	5	Hutton, Jas., & Co.	80	Nova Scotia Steel & Coal Co.	85	Still, J. H.	Inside back cover
Can. Heating & Ventilating Co.	22					Stover Mfg. Co.	76
Canadian Oil Cos.	64	Imperial Varnish & Color Co.	53	Oakey, John, & Co.	68	Stratford Mfg. Co.	28
Canadian Tube & Iron Co.	74			Ontario Foundry Co.	24		
Cartland, Jas., & Son	69	James & Reid	82	Ontario Lantern & Lamp Co., Ltd.	71	Tallman Brass & Metal Co.	80
Carborundum Co., The	1	Jamieson & Co., Ltd., R. C.	61	Otterville Mfg. Co.	80	Thompson, B., & S. H.	78
Carey, Philip, Co.	82	Jardine, A. B., & Co.	85	Orr, Peter, & Sons	70	Toledo Cooker Co.	26
Caverhill, Learmont & Co.	29			Owen Sound Steel Press Wks.	78	Toronto Plate Glass Importing Co.	59
Chapin, Stevens Co.	81	Kuhne, Anderton Mfg. Co.	14	Owen Sound Wire Fence Co.	76	Townsend & Co., S. P.	16
Chesterman, Jas., & Co.	74	Kyle, P.	85				
Chicago Spring Butt Co.				Parmenter Bullock Co., The	82	Want Ads.	62
	Inside back cover	Laidlaw Bale Tie Co.	66	Pease Fdry. Co.	83	Western Distributors, Ltd.	82
Collette Mfg. Co.	70	Laplough, F. W.	81	Peck, Stow & Wilcox	69	Western Clock Co.	Inside front cover
Connor, J. H., & Son	72	Lewis Bros., Ltd.	3	Peck, Hamre Mfg. Co.	82	Wheeler & Bain	16
Corbin, P. & F.	69	Lloyd, Ed.	85	Penberthy Injector Co.	81	White Mop Wringer Co.	68
Crookes, Jonathan, & Son	81	London Bolt & Hinge Works	81		Outside back cover	Whitman & Barnes Mfg. Co.	75
Cummer-Dowdell, Ltd.	12	London Foundry Co.	86	Peterborough Lock Co.	70	Wilkes-Martin-Wilkes Co.	80
		London Rolling Mill Co.	68	Pinchon-Johnson & Co., Ltd.	57	Winnipeg Paint & Glass Co., Ltd.	63
Davidson, Thos., Mfg. Co.	21	Lowe Bros., Ltd.	53	Pittsburg Lamp Brass & Glass Co.	69	Wright, E. T., & Co.	87
Disston, Henry, & Sons	9	Lufkin Rule Co.	Inside back cover	Pink, Thos.	29		
				Plymouth Cordage Co.	13	Yale & Towne	17
				Prentiss Vise Co.	80		

Not an Enterpriser for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels.
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware.
Hero Mfg. Co., Philadelphia.
Northern Aluminium Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.

Axes.
Jas. Smart Mfg. Co., Brockville.

Rabbitt Metal.
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Fort Hope, Ont.

Tallman Brass & Metal Co., Hamilton.
Bakers' Equipment, all kinds.
Brantford Oven & Rack Co., Brantford.

Bar Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting.
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages.
E. T. Wright & Co., Hamilton.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts.
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.

National Acme Mfg. Co., Montreal.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts, Expansion.
Star Expansion Bolt Co., New York.
Boxes, Mail.
Peck Hamre Mfg. Co., Berlin, Wis.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.

Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bride Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.

Saskatchewan Glass & Supply Co.,
Moose Jaw.
Stanley Rule & Level Co., N. Britain.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.

Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Smith Hdw. Co., Montreal.
Butts.
Canada Steel Goods Co., Hamilton.

P. & F. Corbin, New Britain C.
Butts and Hinges.
Jas. Smart Mfg. Co., Brockville.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Hamilton Brass Mfg. Co., Hamilton.
Carpet Sweepers.
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago.
Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Cash Registers.
National Cash Register Co., Toronto.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Oneida Community, Limited, Niagara Falls, Ont.

Cement.
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.

Saskatchewan Glass & Supply Co.,
Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.

McKinnon Chain Co., St. Catharines, Ont.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.

Maxwell, David, & Sons, St. Mary's, Ont.

Chaffing Dishes.
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets.
S. Cheney & Son, Manlius, N.Y.

Christmas Tree Holders.
Peck Hamre Mfg. Co., Berlin, Wis.

Clippers, all kinds.
American Shearer Mfg. Co., Nashua, N.H.

Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks.
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer-Dowswell Ltd., Hamilton, Ont.

Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburgh, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.

Oneida Community, Ltd., Niagara Falls

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.
The Sheet Metal Products Co., of
Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal

Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.

Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.

Heimisch's R. Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto

Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.

McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.

Door Bolts.
Montreal Hdw. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, C.
Door Hangers.
F. E. Myers & Bro., Ashland, O.

National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.

Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth.
London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gana-
noque, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts.
Star Expansion Bolt Co., New York.

Fasteners, Storm Sash & Screen.
Phenix Mfg. Co., Milwaukee, Wis.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.

Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.

Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

C. J. Hamilton & Son, Plymouth, Mich.

Tobin Arms Mfg. Co., Woodstock.

Fire Escapes.
Canada Foundry Co., Ltd., Toronto.

Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons.
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper.
London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wis.

Food Choppers.
Enterprise Mfg. Co., Philadelphia.

D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Warmers.
Chicago Flexible Shaft Co., Chicago.

Forgings.
Steel Co. of Canada, Limited, Hamilton.

Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper.
London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Glass, Wired.
Hobbs Mfg. Co., London.

Saskatchewan Glass & Supply Co.,
Moose Jaw.

Toronto Plate Glass Importing Co.,
Toronto.

Winnipeg Paint & Glass Co., Win-
nipeg.

Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.

Saskatchewan Glass & Supply Co.,
Moose Jaw.

Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Win-

nipeg.

Glue.
The Canada Glue Co., Ltd., Brant-

ford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones.
Richards-Wilcox Mfg. Co., Aurora, Ill.

American Grinder Mfg. Co., Mil-
waukee.

Guns.
Harrington & Richardson Arms Co.,

Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock,

Ont.
C. J. Hamilton & Son, Plymouth,

Mich.

Hammers.
Jas. Smart Mfg. Co., Brockville.

Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St.

Catharines.

Handles.
Still, J. H., Mfg. Co., St. Thomas.

W. C. Crawford Co., Tilbury.

Hangers, Storm Sash and Screen.
Phenix Mfg. Co., Milwaukee, Wis.

Hardware, Metal Window.
Canadian Yale & Towne, St. Cath-

arines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.

**Cowan & Britton, Gana-
noque.**
Montreal Hardware Co., Montreal.

The Stanley Works, New Britain,
Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

St. Mary's Wood Specialty Co., St.
Mary's.

Hooks.
P. & F. Corbin, New Britain, Conn.

Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Ham-

ilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron.
The Steel Co. of Canada, Ltd., Ham-

ilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
Gutta Percha & Rubber Mfg. Co.,

Toronto.

Ice Cream Freezers.
North Bros. Mfg. Co., Philadelphia.

The Sheet Metal Products Co. of Can-
ada, Ltd., Montreal, Toronto, Win-

nipeg.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia,

Pa.

Iron and Steel Bars.
Henderson & Richardson, Montreal.

Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton.

Canada Tube & Iron Co., Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.

R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.

F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Knife Polish.
London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London,
Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
Hamilton Brass Mfg. Co., Hamilton.

F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora,

Ill.

HARDWARE AND METAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
- Lanterns.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Latches, Screen and Barn Door.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- McGregor Banwell & Co., Walkerville.**
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippier Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
- Lawn Swings.**
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
- Lightning Rods.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos., & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
McIntosh, H. P., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Metal Polish, Emery Cloth, Etc.**
Osakey, John, & Sons, London, Eng.
- Metal Stove Fronts.**
Canada Foundry Co., Ltd., Toronto.
- Mop Holder.**
Theo. J. Ely Mfg. Co., Erie, Pa.
- Mop Wringers.**
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
- Nails, Wire.**
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.
- Others.**
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
- Oil Stones.**
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
- Oil Tanks.**
Fowler, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Dennis Wire & Iron Co., London, Ont.**
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Low Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pliers.**
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pruning Knives.**
International Tool Co., Detroit.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
- Razor Blades.**
Schramberger, Uhrederfabrik, Schramberger, Germany.
- Razor Hones.**
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
- Razor Straps.**
J. R. Torrey & Co., Worcester, Mass.
- Registers.**
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.
- Rivets.**
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Roofing Supplies.**
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
- Sad Irons.**
Jas. Smart Mfg. Co., Brockville.
- Saws.**
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
- Scythe Stones.**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Shellacs.**
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Silverware.**
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Spramotor Co., London.**
- Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
- Herod Machine & Stamping Co., Brantford.**
- Store Ladders.**
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
International Tool Co., Detroit.
- Tools, Metal Workers.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee, Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.
- Vises.**
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
- Wall Plaster.**
Manitoba Gypsum Co., Winnipeg.
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
- Wire Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire Door Guards.**
B. Greening Wire Co., Ltd., Hamilton
- Wire, Iron, Steel, Brass and Copper.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Mats.**
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester, Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steels Limited, Guelph, Ont.
- Wood Finishers.**
Berry Bros., Walkerville.
- Wrenches.**
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

SPORTING "ROSS" RIFLES ARE UNSURPASSED IN POWER AND ACCURACY



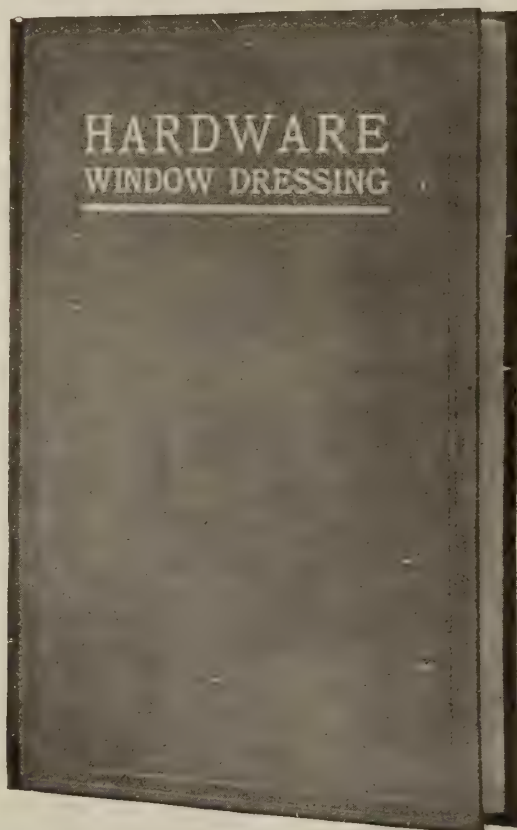
Sales of Ross Sporting Rifles have largely increased. Are you getting your share of this trade?

The Ross High Velocity .280 retails at \$70.00, and is attracting much attention in every big game country of the World.

It is the best sporting rifle to own, and it is a good rifle to sell. There is a fair percentage to the dealer, and the \$70.00 sale takes no longer than the selling of a \$10.00 shot gun.

You surely have some customer willing to pay the price for a good article. Have at least **one** of this Model to tempt him with. "Ross Rifles" are beating records everywhere just now, and it's a good time for you to show them.

ROSS RIFLE CO. - QUEBEC



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

**WELL SEASONED
WELL BALANCED
WELL FINISHED**

These are the points that make our line most popular among players.

Still's Hockey Sticks are made of second growth rock elm and are the most satisfactory line that you can handle.

STILL'S HOCKEY STICKS

"STILL'S SPECIAL" is our highest grade stick — a stick for professional players.

"EMPIRE," inferior only to "Special."

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

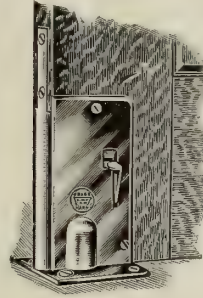
Write us at once for full particulars and prices.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario

CHICAGO
SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



**CHICAGO "RELAX"
SPRING HINGES**

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP
FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

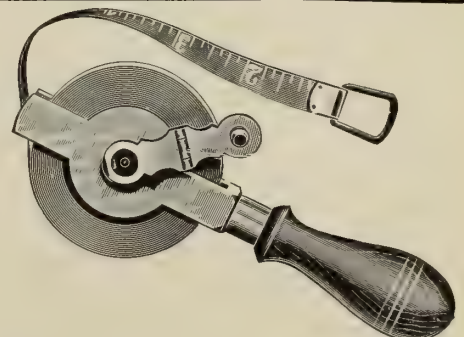
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

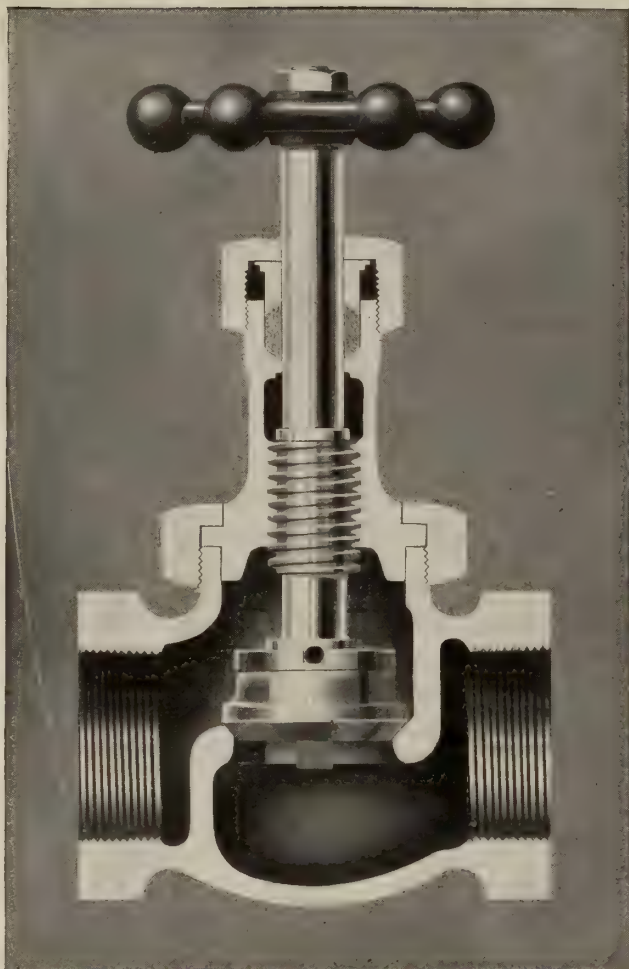
LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.

CATALOGUE
ON REQUEST



"SOMETHING BETTER IN VALVES"



Regrinding Valves

VIZ.

GLOBE ANGLE CROSS
HORIZONTAL, ANGLE, VERTICAL AND
SWING CHECK VALVES

THE ALL QUALITY LINE
MADE-IN-CANADA

GUARANTEED TO STAND A CONSTANT
WORKING PRESSURE OF 200 LBS.

OUR NEW LINE

WILL ADD TO YOUR BUSINESS

PROFITS

SATISFACTION

PRESTIGE

Power Plant Owners and Steam Users generally are now demanding Valves that will give absolute reliable service under severe conditions and that are free from continual and excessive repair bills. The Penberthy Regrinding Valve has been designed to meet exactly these conditions and is guaranteed in every respect to give the best service possible.

IF YOU SPECIALIZE ON HIGH GRADE LINES
MAKE YOUR NEXT VALVE ORDER READ

"PENBERTHY REGRINDING"

Write us for interesting descriptive circular.

MANUFACTURED BY

PENBERTHY INJECTOR CO., LIMITED
WINDSOR, ONTARIO

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

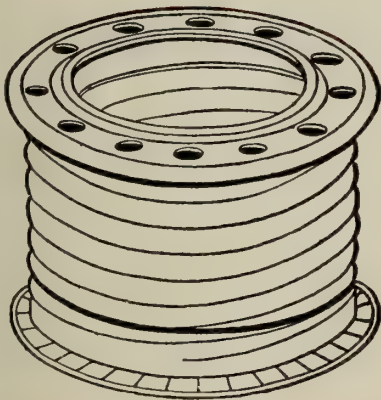
Vol. XXIV.

Publication Office: Toronto, Canada
November 23, 1912

No. 47

Our O.K. Easily Adjusted STOVE PIPE THIMBLE

Is a Sure Trade-Winner



Shows the O.K. Thimble screwed together.

Patented in Canada and the United States.

It is composed of two parts which screw together or apart, and have no springs or parts to get out of order.

Our O.K. Stove Pipe Thimble is, without exception, the most practical Thimble on the market, as well as being handsome in design and strong in construction.

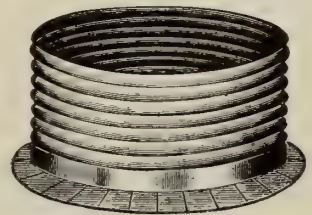
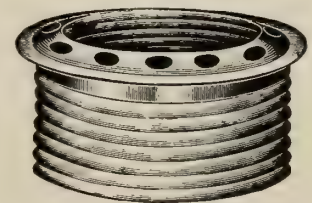
We show, herewith, cuts of the O.K. Thimble illustrating its construction and application. The simplicity and ease of adjustment at once appeals to the judgment of both dealer and consumer. There are no parts to get out of repair and no springs to lose tension, but the Thimble is easily and quickly adjusted to any size wall or floor.

The O.K. Thimble, when screwed to its place, is there to stay, and no working of the smoke pipe can agitate it and cause the plaster to be loosened.

The corrugations in the body of the O.K. Thimble not only give it great strength, but also tend to prevent any overheating. It will be observed that ample space is provided for circulation of air between smoke pipe and thimble body, thereby insuring perfect safety from all danger of fire through overheating of the Thimble.

A boy without any assistance, can easily put the O.K. Thimble in position. It is only necessary to place one section of the Thimble in the opening provided, and from the opposite side of the partition insert an arm through both sections of the Thimble, and screw together. This can easily be done by anyone in less than a minute.

Stock a few of these at once, and lay a solid foundation for increased profit.



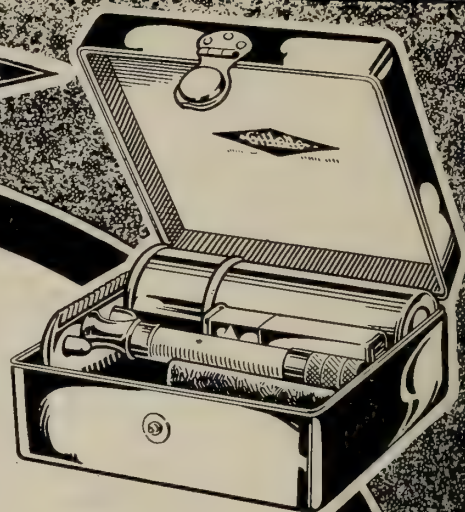
Cut showing sections apart.

For Sale by all Hardware Jobbers or by the Manufacturers

The Metal Shingle & Siding Company, Ltd.

Preston, Ont.

Montreal, Que.



N^o 461 B

Progressive Dealers
throughout Canada

agree that their best seller
among Christmas gifts for
men is the

Gillette Safety Razor

No other article combines such every-day, life-long usefulness with so handsome an appearance, at prices which suit so well the average shoppers' Christmas appropriation.

Over three dozen styles from which to select:

6 types of Pocket Editions, 3 styles of each, (See No. 502 below) to retail at \$5.00, \$5.50 and \$6.00.

2 types of Standard Sets, 3 styles of each, (See No. 460 below) to retail at \$5.00 to \$9.00.

2 styles of Combination Sets, like No. 461B above, to retail at \$6.50.

8 styles of Kodak type Combination Sets, like No. 00 below, to retail at \$7.50 to \$12.00.

3 styles of Travelling Sets, to retail at \$18.00 to \$25.00.

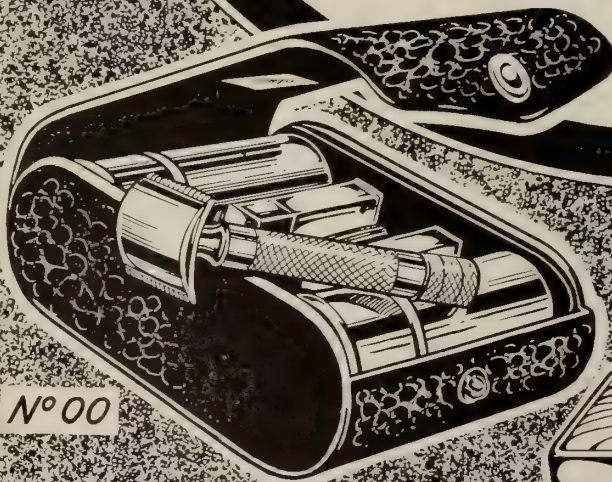
We are prepared to make prompt shipments
from stock.

The Gillette Safety Razor Co.
of Canada, Limited

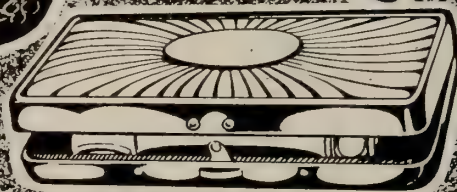
Office and Factory:
The New Gillette Bldg.
MONTREAL



N^o 460



N^o 00



N^o 502



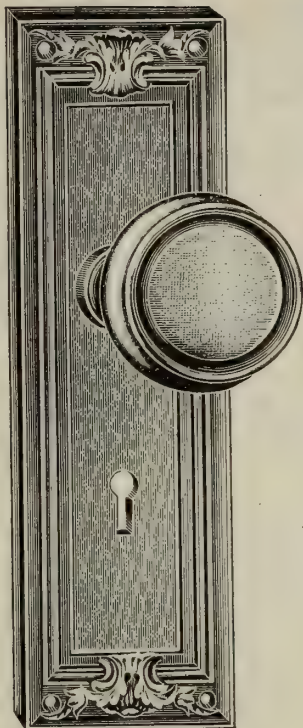
KNOWN THE WORLD OVER
NO STROPPING 43 NO HONING

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the **BEST** he can get for the money invested.

In the Builders' Hardware line,

"Belleville" Goods

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

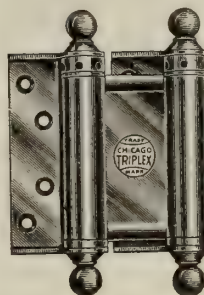
BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE



These
will bring you
**CHRISTMAS
TRADE**

"YANKEE" TOOLS

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

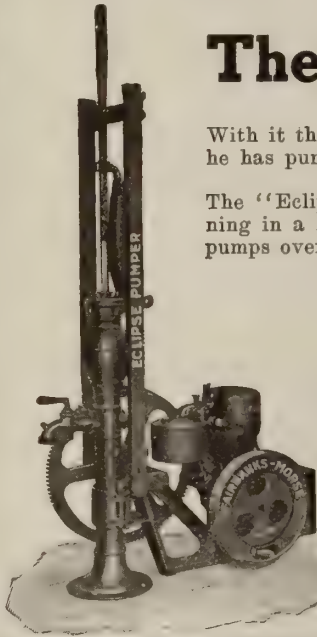
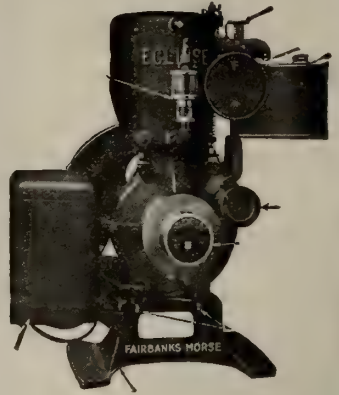
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



S.M.P. Royal Nickel Plated Tea Kettles

Made of Finest Sheet Copper, Heavily Nickled

Bodies and
Bottoms
stamped in
one piece.



Pit Bottoms.

Prices
on
Application.



Flat Bottoms.

Spouts
Double
Seamed to
body with
handle stops
on ears.

Nos. 7 8 9

Nos. 50 60 70 80 90

Each Kettle is packed separately in a cardboard box.

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG

They Wanted Protection

Exposed to every condition of weather from the ice, sleet and snow of winter to the blistering sun, windstorms and rains of summer; without fire protection and unshielded from flying sparks and cinders, the mill shown in illustrations was peculiarly in need of all it could get in roof protection. It needed a roof which would not only withstand for the greatest length of time, the rigors of a Quebec climate and afford absolute protection against fire from sparks, but a roof which could be maintained with least expense for upkeep and repairs.

The owners did much investigating and very wisely chose

LEWISITE ROOFING



The order was for

**ONE
CAR-LOAD**

of

**LEWISITE
ROOFING**



We will give name and address of these mills and that of many others if desired, upon request.

LEWISITE ROOFING IS

One Solid Flexible Sheet; not several sheets stuck together.

A Special Felt, Impregnated with a preservative saturant and coated both sides with a non-drying Gum Compound, which makes it Waterproof.

Has a Saturant and Coating entirely different from the tarry substance used on cheap roofings, and which causes them to dry out, crack and disintegrate. It contains no tar in any form.

Write us about handling

LEWISITE



LEWIS BROS, LIMITED, MONTREAL

TORONTO

OTTAWA

VANCOUVER



**An Up-To-Date
Systematic
Store !**

**—
BERLIN
HARDWARE
DISPLAY
CABINETS**

Are Used Throughout

Many stores are adopting this system of attracting trade, and it has proved enormously successful. The trade appreciates an attractive store and will give it the preference to the one that is not.

Make your store attractive and you will procure more trade.

Write us at once for circulars on our complete line of store fixtures.

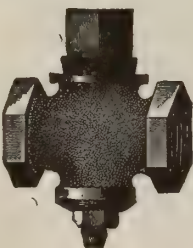
The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.

**Manufacturers and Designers of
Modern Store Fixtures**

Profitable Engineers' Goods



GLOBE VALVES



STEAM COCKS

When
your customer
enquires for Brass or
Iron Goods for his steam
plant, you make no mistake in recommending "J.M.T. Steam Specialties, or Morrison's General Lines."

We carry everything in Steam and Water Supplies, and of a quality that is fully guaranteed for long and economical service.

Every Engineer accepts them as the best.



SWING CHECK VALVES



INSPIRATORS

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

HARDWARE AND METAL

COMMUNITY SILVER

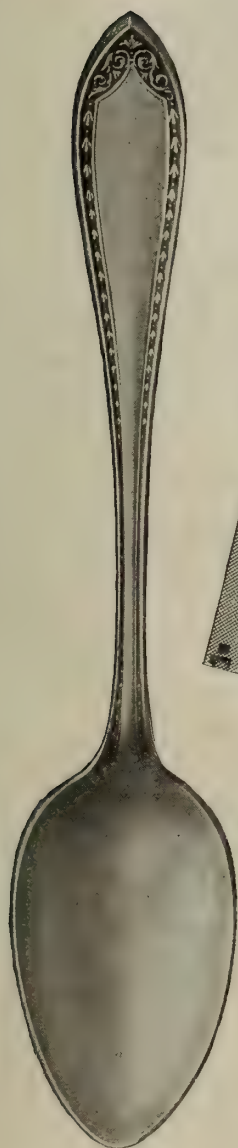
FOR ALL HOMES OF REFINEMENT

CAVERHILL
LEARMONT
& Co
—&—
—&—

It is easier to sell now than ever it was. Extensive advertising has created a demand for this heavily plated Silverware that will be felt by every Hardware Dealer in the country during his Christmas trade season. Dealers selling this ware feel proud of it and have a confidence in the Quality and Value for the money.



All wearing parts of Community Silver are overlaid with discs of pure silver.



Advertise COMMUNITY SILVER in your town papers. We will furnish fine advertising electros free to you.

SEE OUR GENERAL CATALOGUE FOR
ILLUSTRATIONS OF
THE DIFFERENT BEAUTIFUL DESIGNS

WHOLESALE DISTRIBUTORS:

CAVERHILL, LEARMONT & COMPANY
MONTREAL

THE STEEL COMPANY OF CANADA LIMITED

HORSE NAILS THAT ARE AN IMPROVEMENT

on other makes. M.R.M. Brand embody all the good qualities other nails possess, but in addition have distinctive qualities of their own that **CANNOT** be equalled.

Made by the Cold Process from Swedish Rods, the best material for the purpose, M.R.M. Horse Shoe Nails possess the easy driving, clinching and holding qualities which are so desirable to the Farrier.



All Nails are subject to thorough inspection before being packed, and only **PERFECT** Nails are shipped.

When a Farrier once uses M.R.M. Horse Nails he will not be satisfied with a substitute.

Farriers know that:

" Every M.R.M. Horse Nail will do its duty."

If you stock this popular brand of Horse Shoe Nails you are assured of a satisfied customer who will "come back for more."



DISTRICT SALES OFFICES:

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.



**He can't
get
away**

THE tighter he pulls, the tighter the Giant holds. There are no weak places to snap, for the shank goes into and forms a part of the halter, equally distributing the strain. This makes the Giant absolutely "puller-proof."

Giant halters hold

THE Giant is built to last. Made of nine-sixteenths inch pure Manilla rope, best quality harness leather, doubled and stitched. Will fit any horse and is as comfortable as it is secure.

Being roomy around the nose, the Giant is the ideal halter to take to town, as it slips easily over the bridle. Weight is less than two pounds.

Mailed prepaid for \$1.00

If your dealer is not yet carrying the Giant halter, he will get it for you or you can order direct. It will be sent you by return mail. Ship the halter over the head of your heaviest and hardest-pulling horse—and let him pull. You will get your money back if the Giant breaks. But it won't.

Write your name and address on a slip of paper (we will appreciate it if you also mention your dealer's name), say "Send me a Giant halter," pin to it a one dollar bill and mail to-day. Address.

G. L. Griffith & Son

Sample Order Dept.

Stratford - - Ontario

Makers of the famous Hercules Halters

How our mail order advertising is going to help YOU

THE sample advertisement shown on this page is one of a series now appearing in Canadian Farm Journals. After reading it you will note that the farmer has a choice of buying the halter from you or ordering direct.

Where you gain

No matter which option he takes, you make the sale and reap the profits. If you are now handling, or will lay in a supply of "Giant" halters, all mail orders received from your territory will be turned over to you to fill.

Cold weather is here. The farmers are now tying up their colts and young horses for the winter, and will soon be calling on you for cheap, serviceable halters. The "Giant" is better adapted for "tying in" than any other halter you could get.

If you explain to your customer how the halter is made and where it is superior to others, retailing at the same price, you will sell him from one to a half dozen every time, and there will be no "come-backs," for the "Giant" is guaranteed to be everything claimed for it.

Test the "Giant's" selling merits by ordering a trial dozen. The cost is \$8.00. You will find

it the biggest halter value on the market to-day—a quick seller and a sure satisfaction-giver—for its merits are considerably greater than its price.

To demonstrate to you our confidence in this halter, we will send to you on approval, transportation charges prepaid, one dozen large size "Giants." If you are not satisfied with them, they may be returned at our expense. To secure this introductory offer it will be necessary for you to act at once.

The "Hercules" line of halters, of which the "Giant" is but one, may be purchased from leading jobbers or direct.

Send in your order for one dozen "Giants" to-day.

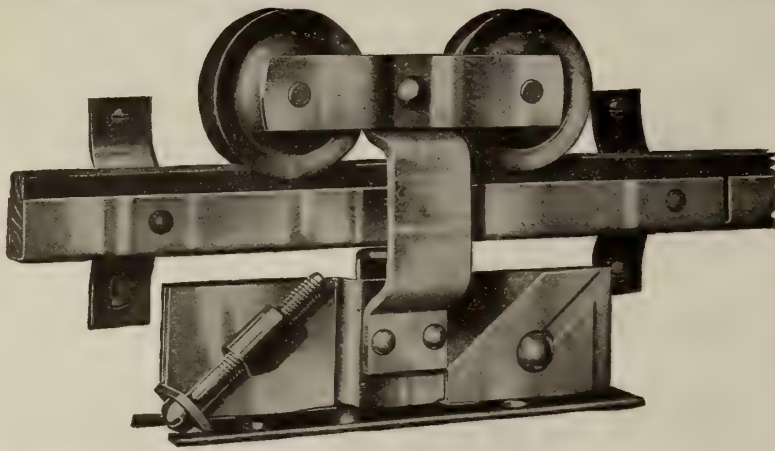
HERCULES
ALTERS
OLD
HORSES

G. L. Griffith & Son

Stratford, Ontario

Formerly at Melbourne

HERCULES
ALTERS
OLD
HORSES



It's a Bear!

The Hatch Parlor-Door Hanger

Is practical and strong, noiseless, and its smooth action means satisfaction.

Book your orders **NOW** in time for the big building boom which you will have in 1913.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

THE "BAYARD" SEMI-AUTOMATIC RIFLE

MADE FOR 22 CAL. LONG AND SHORT SMOKELESS RIM FIRE CARTRIDGES



THE STRONGEST SHOOTING RIFLE MADE

"You pull the trigger, the Bayard does the rest." When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge. All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong Shooting, High-Class Workmanship, Handsome Alignment, Simplicity of Mechanism, Parts Interchangeable, are the main features of the Bayard. It has the quick twist rifling which makes it a powerful shooter. Will penetrate three inches of pine, weighs about 4 lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screwdriver. The rear sight is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. Ask your jobber for the Bayard.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



“Attention”

Have you noticed our previous illustrations of our leading lines of Silver Plated Flatware? They all bear the famous Wm. Rogers Eagle Brand Trade-mark, which is backed by our unqualified guarantee and reputation of the past **50 years** spent in the manufacture of extra heavily plated Flatware under this **Trademark.**

Eagle **W^m ROGERS** *Brand*
Sectional XII.

**For Prices
Send for Our
“O” Catalogue**

A New Colonial Pattern in

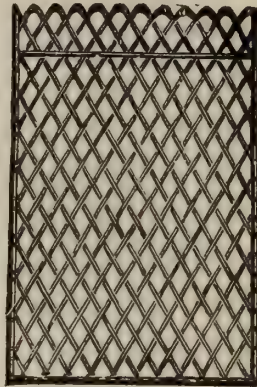
Eagle **W^m ROGERS** *Brand*

This beautiful design is made in the same range of Staples and Fancy pieces as our many other lines of High Grade Flatware, and will be supplied in Bright or Grey finish, as desired. A mail order will receive prompt attention.

**Standard Silver
Co., Ltd.,
Toronto,
Canada**

CARROLLTON

WINDOW GUARDS



For Stores, Warehouses, Factories, Basement Windows, etc.
and all kinds of

WIRE WORK

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002' to .250.

Have YOU received YOUR Coin Mat?



If not, a Postal to us
will bring it.

Place it where it will do
the most good.

Make it a point to always
pass the change on the
Brantford Mat. Not only
because it protects your
glass from being scratch-
ed, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice.
This means SALES and
moves the goods.

Help YOUR profits by
using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatine of all kinds and for
all purposes.



HEAD OFFICE AND FACTORY—TORONTO

GET OUR PRICES FOR
**Copper, Tin, Lead
Zinc, Babbitt, Solder
Lead Pipe**

WE ARE HEADQUARTERS FOR ALL INGOT METALS

The Canada Metal Company, Limited

FRASER AVENUE **TORONTO** HEAD OFFICE
AND FACTORY

Branch Factories—MONTREAL and WINNIPEG

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



MODEL 1908
THREE PIECE

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight $5\frac{1}{4}$ to $6\frac{1}{2}$ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.

New Idea

The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand, $\frac{1}{2}$ -inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a PERFECT CLEANER.



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

IT PAYS TO HANDLE A GOOD ONE,

Made by

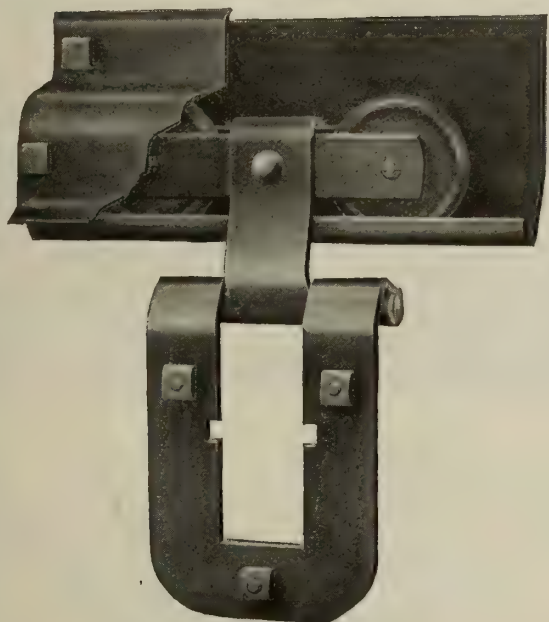
AGENTS—

W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.

We Initiate—Never Imitate

No. "77" Storm-Proof Hangers and Rail



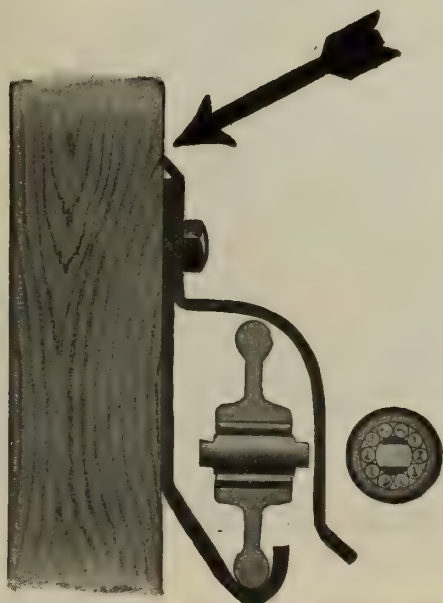
No. "77" Storm-Proof Hanger.

This combination was placed on the market a year ago, and the sales thus far indicate great popularity with dealers, contractors and builders.

This hanger is simply made, of heavy gauge steel, and has great carrying capacity. The wheels have anti-friction steel roller bearings.

Packed one pair in a box with bolts for attaching the hangers to the door; lag-screws, end-caps and cover-splice for rail. One dozen pairs in a case.

Storm-Proof Rail Tite-Fit



View showing cross-section of Hanger and Rail. Also roller bearings in wheels.



Storm-Proof Rail.

A new departure in Barn Door Rail. It fits close to the building and forms a perfect water shed. Easy to attach. No housing or brackets required.

Made in 4, 6, 8 and 10 foot lengths, two pieces of a length in a bundle.

Send for descriptive circular and get exclusive sale.

NATIONAL MFG. CO. - - Sterling, Ill.

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "Keystone" is constructed upon mechanical principles which we believe are decidedly superior to those involved in any mat of other make or form of construction.

Is made of the best Non-Rustible Flat Galvanized Ribbon Steel, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

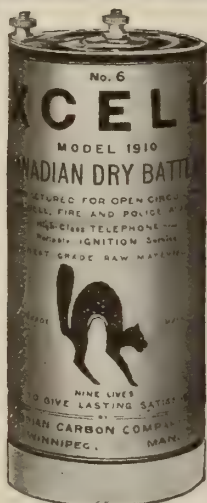
The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA



STANDARD ALL
OVER THE WEST

The X CELL Dry Battery is what Western trade prefers. Made right in Winnipeg, consumers are sure of getting a fresh, live cell every time.

Dealers need fear no shelf depreciation when they stock

X CELL Dry Batteries

We make them highest in initial amperage, highest in powers of recuperation. They reach consumers fresher and more active than any Eastern-made or imported battery on the market.

ELECTRIC FLASHLIGHTS

These make a nice, profitable side line. The extent of the trade in them will surprise you. The margin is liberal. We handle only the highest grade.

LET US PUT YOU IN TOUCH WITH THE NEAREST JOBBER

Canadian Carbon Company

OF WINNIPEG, LIMITED

Bury and Irish Ave., Winnipeg
E. W. HANNA, President and Managing Director

THE CORONA ROASTER



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.

A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean. ABSOLUTELY GUARANTEED and backed by our long retained reputation for HIGH QUALITY.

Write us for catalogue and full particulars.

Jas. D. Fletcher, Canadian Representative
162 Bleecker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

What is the cost by the year?

That's the way to value roofing. And your customers will find out sooner or later that roofing that costs less by the year is the only kind to buy.

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

costs about the same as ordinary roofing in the beginning, but the enduring life that Trinidad Lake asphalt gives it, makes it last and cost far less by the year.

Explain that to your customers.

Order Genasco from your jobber and be fully prepared to supply them **The Kant-Leak Kleet** for smooth-surface roofings is the latest and greatest method of applying.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

SAN FRANCISCO

NEW YORK

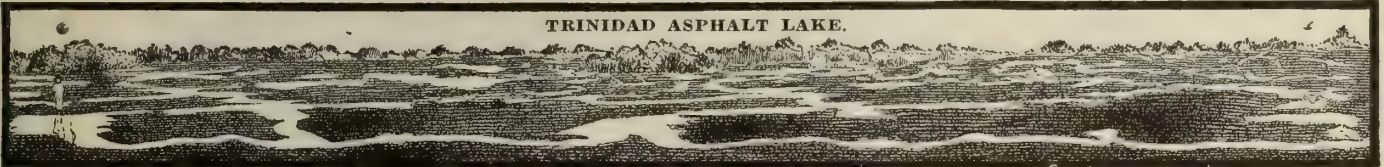
CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec.

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

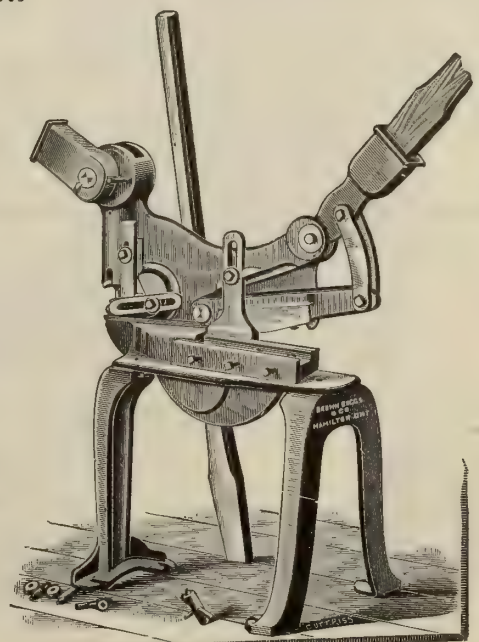
If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable** after a trial.

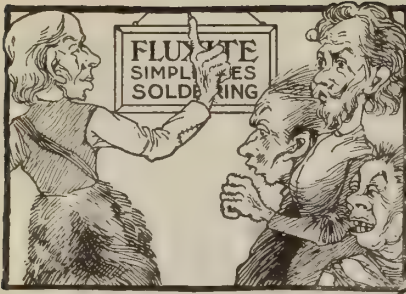
They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4" x 2" or 3/8" round, and will punch a 5/16" hole in 1/4" iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8" hole in 1/4" iron.

Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited
HAMILTON, ONTARIO, CAN.





Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

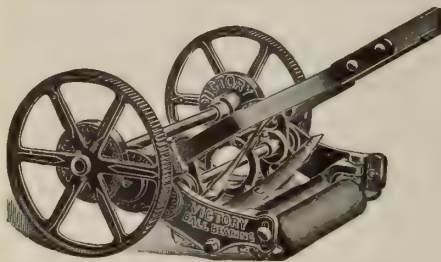
Easy to use.

Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng,

Canadian Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

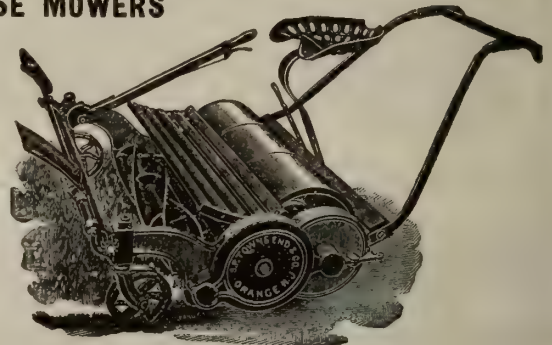
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Be Careful!!

The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when restocking his gun department.

This 22 calibre rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is the choice of the people who know, as it never fails to give the highest satisfaction.

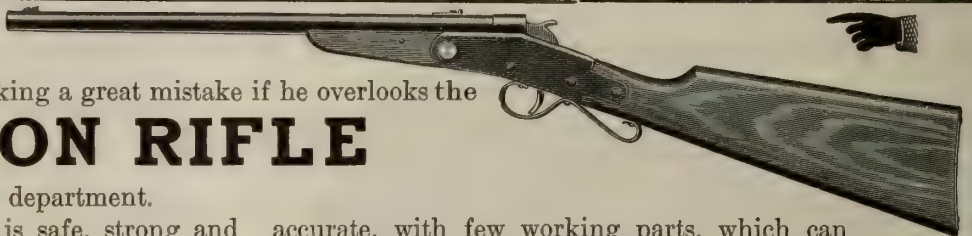
A Hamilton sale brings the dealer excellent profits and protects him against come-backs.

Do not hesitate—get our circulars and prices at once. FOR sale by all jobbers.

C. J. Hamilton & Son

-

Plymouth, Mich.

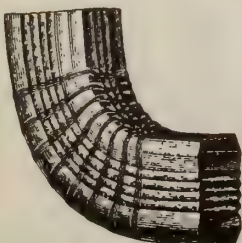


THIS SQUARE CORRUGATED PIPE IS A WINNER

Try a sample order and see for yourself.
Elbows and Hooks to Match.

WHEELER & BAIN

THE QUICK SHIPPERS
TORONTO



New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

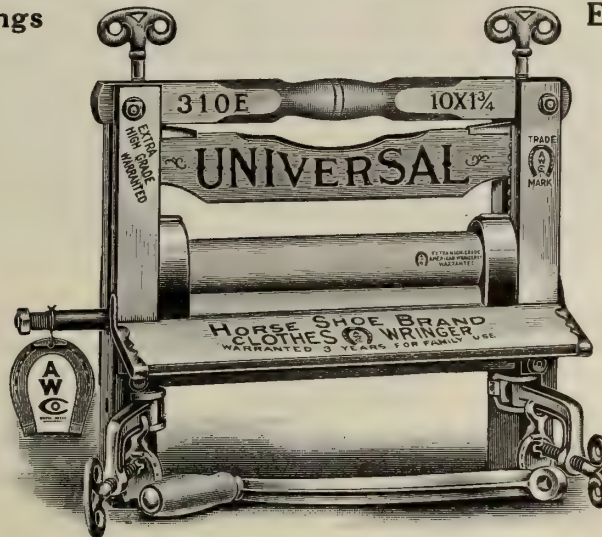
Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Packed 3 and 6 in
a case.

Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

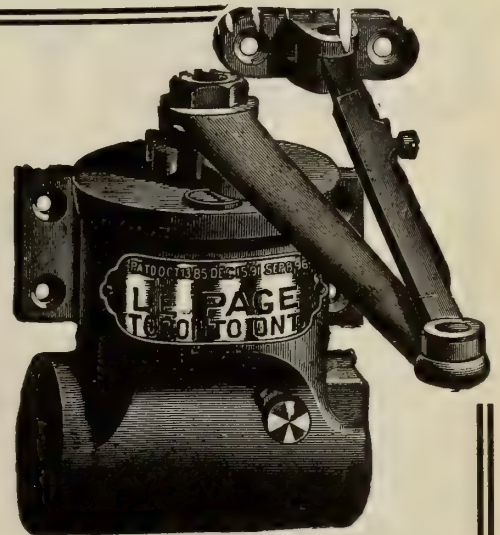
Gives A Service That
Your Customers Want

The best evidence of the success and value of this combination is that it is used exclusively in Toronto Public Schools, Simpson's, Eaton's, and in many other large buildings, giving perfect satisfaction.

No packing in its working parts. This assures absolute freedom from packing friction, which is so common in other checks.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.



The bearings are long and the spindle, with crank at lower end, is drop forged from cold rolled steel. It will pay every progressive dealer to stock it NOW. Write for circular and prices.

WM. KEATING

266 MACDONALD AVE.

TORONTO

0.00080: A RECORD BREAKER

The above figures have nothing to do with baseball or horse racing, or any other line of sport, but represent a record made by MAGNOLIA METAL in a test by UNCLE SAM.

These figures are furthermore vouched for and made authentic by being recorded in the Annual Report of the Secretary of the Navy for year 1888—pages 397 to 410 inclusive.

Three expert Naval Engineers spent weeks testing MAGNOLIA, and the results were so favorable that they recommended its use by the Steam Engineering Department of the Navy.

The above figures represent the wonderfully low friction co-efficient obtained in the Water test—they also tested with Sperm Oil. The records show:

Sperm Oil Test —550 lbs. pressure per square inch	495.73 R.P.M.
Co-efficient of friction	0.0011875
Water Test —300 lbs. pressure per square inch	491.87 R.P.M.
Co-efficient of friction	0.00080

It is doubtful if such low frictional co-efficients were ever before obtained in any test of babbitt metals.

Very likely, you are like most mortals, well posted on many kinds of records useful and useless, and we would like you to add these figures to your fund of information, because they represent records worth remembering. Please also bear in mind that a babbitt having such a low frictional co-efficient, wears longer, absorbs less power, requires less lubrication, cheaper oils can be used, less metal is needed, cost of frequent rebabbiting is saved, the coal pile lasts longer, and it gives the engineer rest and peace of mind. Why not cast off the shackles of high-priced or inferior metals and add to the efficiency of your plant by using MAGNOLIA METAL?



SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St., MONTREAL



LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

**The LUNDY SHOVEL
AND TOOL CO., Ltd.**

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.



METALLIC CEILINGS FOR STORES

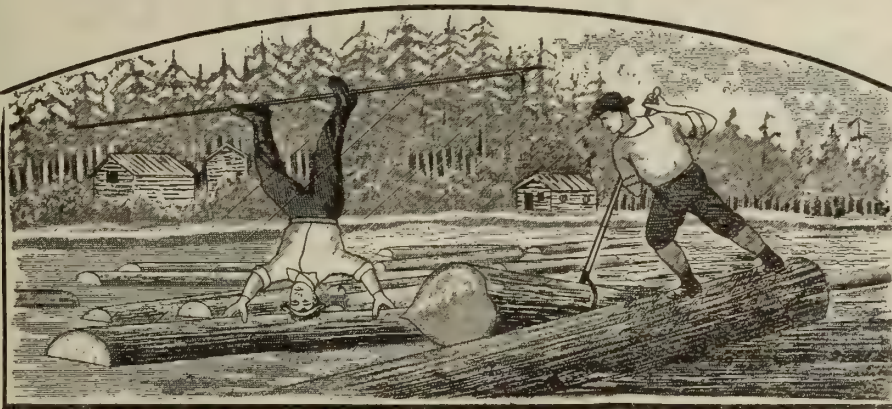
There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



PERFECT MITRES

are always made with

THE LANGDON ACME MITRE BOX

When supplied
with back saws

fitted by ourselves, they are warranted to do
perfect work.

**QUICKLY
ADJUSTED
FOR ANY
ANGLE.**

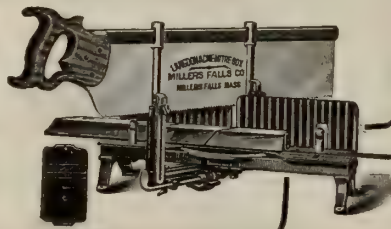
Some of the advantages over older models are:—In
longer guides, which hold the saw steadier. These
guides are provided with elevators to hold the
saw stationary, when desired, above the work. In
a graduated arc showing the various angles com-
monly used. In supporting guides, to hold the work in place.
In an appliance for quicker adjustment of extension lever.
In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of
saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the **FREE** book
"Tool Practice"

Millers Falls Co.

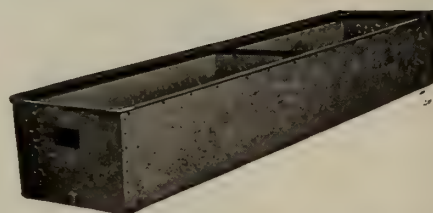
28 Warren Street
New York



GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take
the place of that old, batry, rotting, slimy, un-
sanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot
rust. Thoroughly riveted and soldered, so it can-
not leak. Finished around the top with heavy
angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales.
Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day.
Furnish them either square or round bottom.
Ask for booklet on complete line of Hog Troughs
and Steel Tanks.

The Steel Trough & Machine Co.

Limited

TWEED

ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg.
Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.;
Gordon & Son, Eburne, B.C.

American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and
is especially adapted for all-kinds of grinding, such as Plow
Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will
appeal to you.



Every Grinder
is guaranteed.

No. 4

Write for Circulars
and Prices NOW.

American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd.,
Calgary, Alta., (Agents for Western Canada.)

"Kangaroo" Brand



TRADE MARK

*Yes, my boy, glad to see
you!*

*I have used and sold Sorby's
Kangaroo brand tools for 35
years.*

This is the style of welcome given to our
representative from St. John to Victoria.

**Robert Sorby & Sons,
Sheffield Ltd.**

Canadian Representative:

Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at

Toronto, Calgary, Vancouver and Saskatoon.

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster



No. 200—11½ x 18½ x 8 inches

THE "STERLING"

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

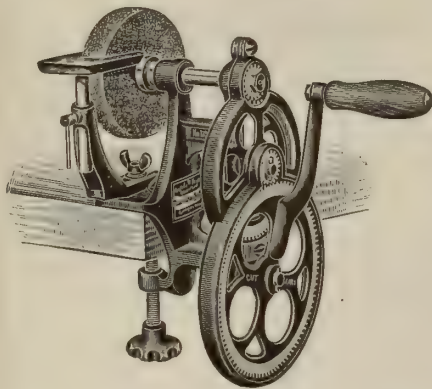
Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto

Goodell-Pratt's



No.
109

This Grinder is a very high-class machine. It has a unique arrangement of gears, which are inclosed by a very efficient Guard.

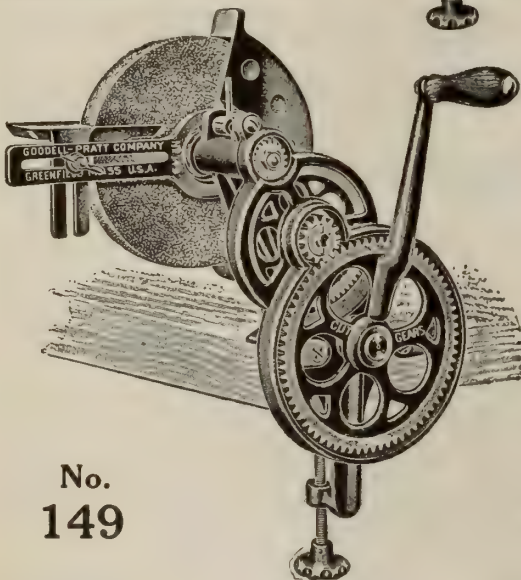
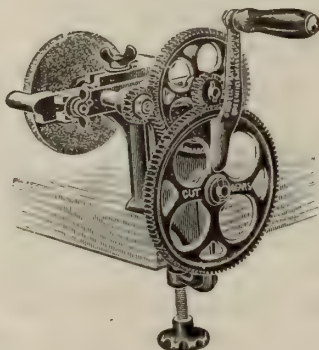
Gears are all cut from solid blanks.

Weight, boxed, 14 pounds.

No.
115

This is a thoroughly well made little machine with Cut Gears and Reamed Bearings.

It carries a 4-inch Alundum Wheel with 1 inch face.



No.
149

This machine is much larger and heavier than those shown above.

It carries a 7 x 1 1/4 inch Alundum Wheel. Its gears are cut from solid Blanks, thereby insuring users a high grade Grinder.

Ask us for our Bench Grinder Booklet.

Goodell-Pratt

Greenfield

Toolsmiths

Company

Mass., U.S.A.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

There's A Big Field For HELLER - ALLER Double Acting, Three Way FORCE PUMP

In Many Farm or Suburban
Homes There Are Prospective
Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

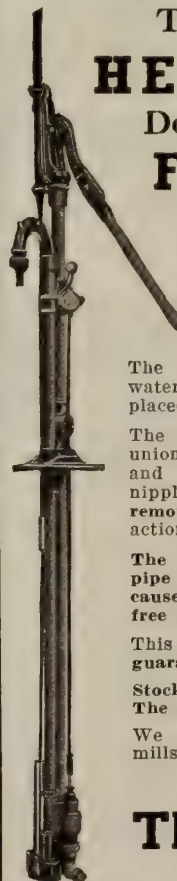
This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.

WINDSOR, ONTARIO



Spear & Jackson**Quality****Procures Steady
Customers****Sell Our****SAWS, FILES
and
EDGED TOOLS**

Do not handle an inferior line of goods simply because they are the best profit producers.

Look into the future—let your aim be satisfaction first—profits second and you will progress rapidly. The lines that give satisfaction bring the dealer many re-orders and are the most profitable in the long run. A dissatisfied customer will not patronize you.

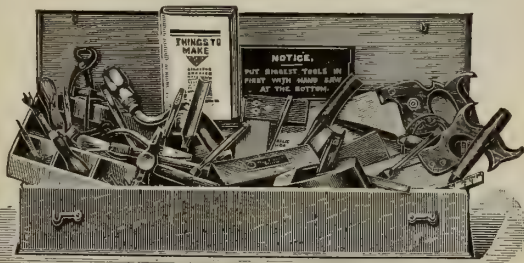
Our goods are "British Made" and are backed by a firm with a long retained reputation for quality.

Send us a trial order—you will be glad you did. Write for catalog and full particulars.

F 122—Mill
Saw File
one round
edge.

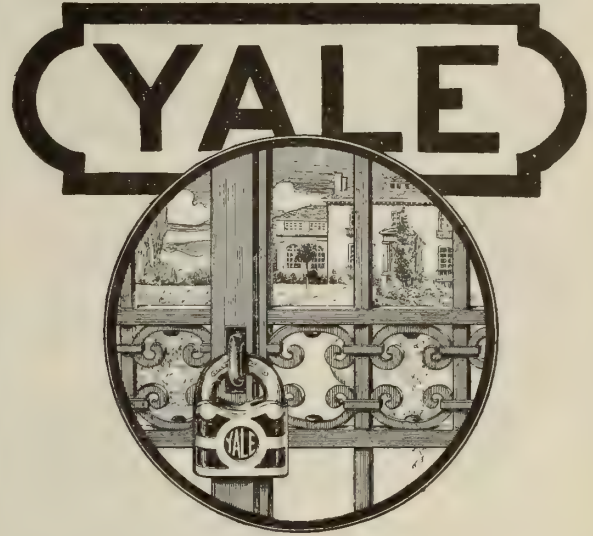


F 21—Half
Round
Rasp

**Spear & Jackson Limited**
SHEFFIELD, ENGLAND

FRANK H. SCOTT (Canadian Agent)
Coristine Bld., Montreal

The name "YALE" helps make the sale



EVERY man who buys a Yale Padlock, or any other Yale Product from you, soon learns for himself that he can place absolute confidence in it. This knowledge tends to increase his confidence in you and your store.

We are talking Yale Padlocks in our November advertising. It's the kind of talk that makes sales. Here are three ways in which we will help you bring buyers into your store, and to obtain the full advantage of our advertising of Yale Products.

**Window
Displays**

Complete outfits, with diagrams and illustrations, enabling you to duplicate the novel, attention-compelling displays designed by our window salesmanship expert.

Free**Newspaper
Advertisements**

Strong advertisements, in various sizes, for you to run in your local papers. Furnished in plate form, all ready to print, or the cuts only, as you prefer. Business bringers.

Free**Printed
Matter**

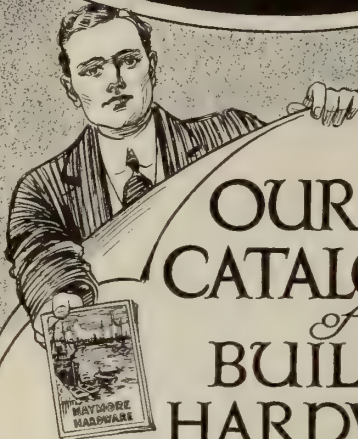
Leaflets and booklets for you to distribute on your counters and mail to customers. These give the reasons why your customers should buy Yale Products. They are trade makers.

Free**Address Dealers' Advertising Service****Canadian Yale & Towne Limited**

Makers of Yale Products in Canada: Locks, Padlocks,
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

MAYMORE



OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

Your Trade

will appreciate the service giving
qualities of our

Roped Extension Ladders

They are ideal for painters and decor-
ators and are absolutely safe.

Automatic Hooks lock every round
and unlock between rounds.

Easily converted into two ladders.
These ladders are strictly high grade.
Made of clear yellow pine and rock
elm rounds.

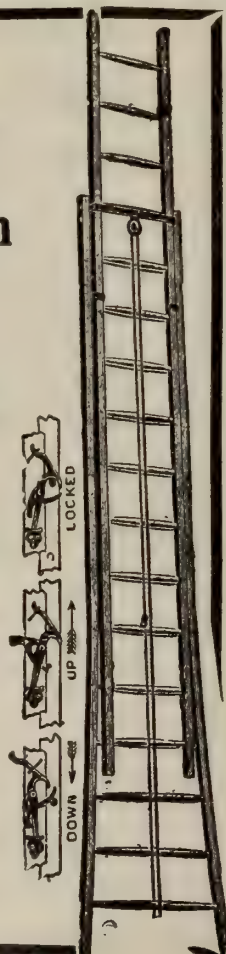
Let us send you a trial order—we
want you to be convinced that they
are "real sellers" and very profit-
able.

Write for complete catalog and prices
—NOW.

The Stratford Mfg. Co.

Limited

STRATFORD .. ONTARIO



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heat-
ing stoves ever produced. It is easily operated. It is
a most powerful heater. As a Double Heater for con-
veying warm air in pipes to upper rooms it is un-
excelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates,
showing cut and description of this stove.
Once introduced in any locality a steady demand is
assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

THE “GOOD CHEER”

The Furnace with
The Circle Waterpan



THE ONE FURNACE WHICH HAS AT LAST MADE POSSIBLE A
REALLY DELIGHTFUL, INVIGORATING AND HEALTHFUL WARMTH

The JAMES STEWART MANUFACTURING CO., Limited
WOODSTOCK - - ONTARIO

Western Warehouse—156 Lombard Street, Winnipeg, Man.

McClary's



"Perfection" ***self-basting roaster***

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven.

***It gives meat and fowl THAT
delicious flavor.***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon



SOMETHING NEW **EMPIRE CANOPY**

**The Most Up-to-date
Moderate Priced Cast
Range on the Market**

Best Material Finest Workmanship

Every Part Perfect

Made Square Reservoir and High Shelf

Best Removable Nickel Plate Trimmings

Duplex or Dock Ash Grates 18-inch Oven

5-9 inch and 1-8 inch Covers

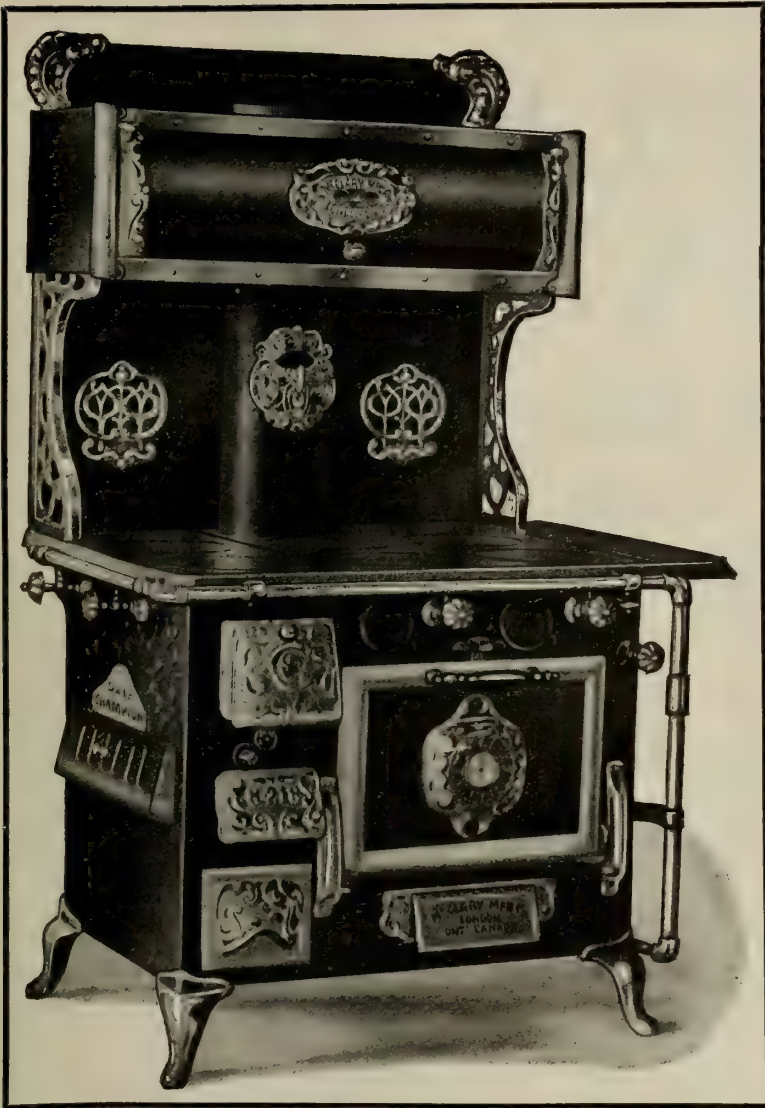
AN IDEAL RANGE FOR CITY AND TOWN TRADE

MADE BY

Canadian Heating & Ventilating Co.

OWEN SOUND, ONTARIO

LIMITED



Sudden Weather Changes
with possible
Fuel Shortage

are sufficient to prove
the adaptability
of the

Champion
Interchangeable
Gas Range

Some Interchangeable Features

Four 5-inch star burners under covers, one broiling and one baking burner.

Strictly sanitary—the enamelled broiler pan and rack can be kept perfectly clean.

The gas attachment (for either natural or artificial gas) does not prevent the range being used as a coal or wood range.

Delay and worry are avoided.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

MAPLE LEAF

Improved Racer
Lance Tooth
Cross-Cut Saws

"The Proven Best"

The superiority lies in the use of RAZOR STEEL and TEMPERING by our Secret Process.

Maple Leaf Cross-Cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process. If you are in doubt get two saws—one a Maple Leaf and one of any other make and put them to a comparative test under the same conditions. When test is finished you will be convinced that all we claim is true.

Every Maple Leaf Saw is absolutely guaranteed. Be sure to specify it when placing your next order. We also manufacture Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Ice, Hand, Back, Butcher, Pruning, Buck, Saw Tools and Supplies. Large stock of saws in Western Canada at our Vancouver Branch.

Write for our price lists and catalogues.

**Shurly-Dietrich Co.
Limited**

Galt, - Ontario

No. 44
Hollow Back Saws

and 1642 Pandora Street, Vancouver, B.C.

No. 55 Narrow
Straight Back Saws



At the Top

THE superiority of these famous Pilabrago lamps has never been questioned. They deliver real lamp SERVICE to your customer. So, of course, they're profitable to you.

Success Lamps

are all-metal--center-draft--durable--serviceable--efficient. They're equipped with the patented Success burner that gives the maximum light with the minimum consumption of oil. And they're priced to let you get a mighty nice profit.

Q All over Canada dealers are using Success Lamps as features for their stores. And they're pulling a rattling business. Why don't YOU? Sure we'll bring photos. Drop a card.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch

119 Wortley Road



London, Ontario

R. E. DAVIS, Special Representative.

GENERAL OFFICES - - PITTSBURGH, PA.



To the Trade—

We beg to announce that our new and complete catalog of Lanterns, Lamps and Burners will be ready for Distribution about December 15th.

Have your name put on our mailing list and you will receive a copy of this "Up To Date" publication.

Address "Dept. E"

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. Limited.

THE TORONTO SILVER PLATE CO.

CHRISTMAS SILVERWARE

Our line is very complete both in Sterling Silver and in Plate.

If interested, write for Catalogue or enquire when our traveller will be in your vicinity.



No. 880, five light Candelabrum

FACTORIES AND SALESROOMS, WEST KING STREET, TORONTO

E. G. GOODERHAM, President



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



CHARCOAL TINPLATES

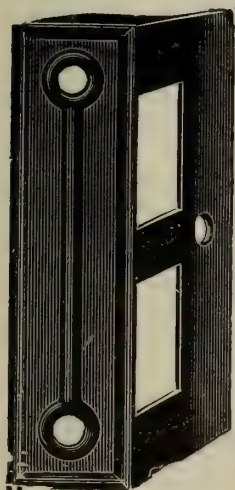
High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited

MONTREAL



National Steel Rim Locks

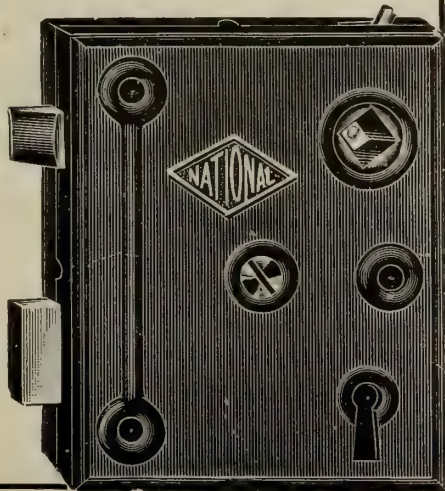
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us
for particulars
and prices.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA.



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

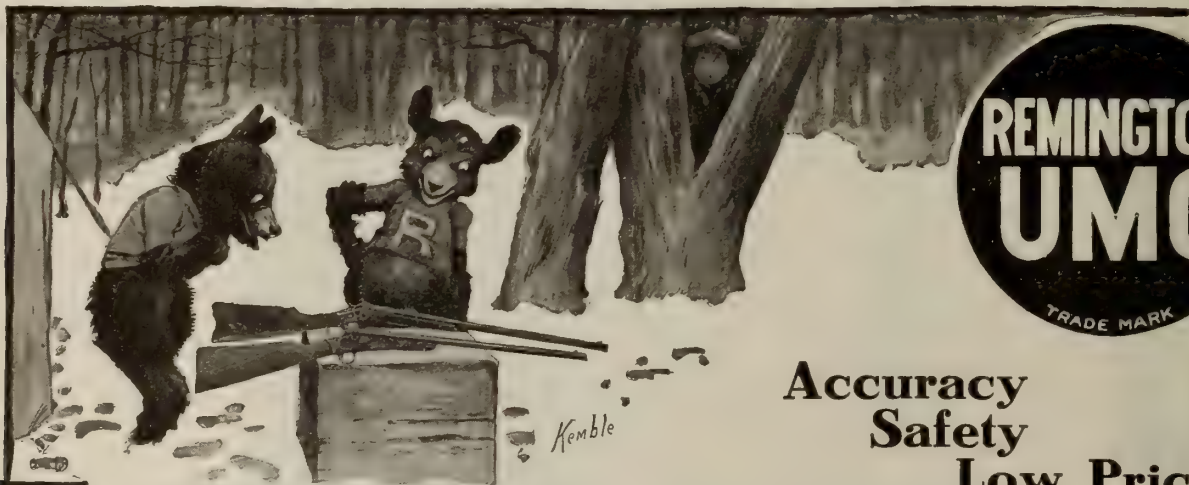
WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

ATTENTION BIG GAME HUNTSMEN



YOU
WANT THE BEST
DOMINION IS
FULLY GUARANTEED



The Remington-UMC Cubs choose a Single-shot Rifle

Remington-UMC Single Shot Rifles

The *Remington-UMC* name on the No. 4 and No. 6 single-shot, take-down rifles is guarantee of accuracy and safety.

Our extensive advertising plus the low price on these rifles insures your sales. Our liberal discounts insure your profit.

The No. 6 (.22 or .32 calibre) has *Remington-UMC* steel barrel, is accurately rifled and chambered for caps, shorts or longs, and has new design open front, rear and tang peep sights.

The No. 4 (.22, .25-10 and .32 calibres) has an octagon barrel of *Remington-UMC* steel, automatic ejector and sporting rear sight.

Both rifles have case-hardened frames, walnut stocks and fore-arms and rifle butt plates.

Remington-UMC—the perfect shooting combination.

Remington Arms-Union Metallic Cartridge Co., 299 Broadway, New York City*

A Resume of Progressive Retail Methods

Plans Adopted by Hardware Dealers Last Year to Boost Sales During the Christmas Season—Lunch Served Free by One Firm—Novelty Lines Carried for First Time—Sending Out Literature Was Found Effective.

During the Christmas trade season, it is necessary to resort to measures extraordinary. Good advertising, attractive displays and a high grade of salesmanship are necessary the whole year around and particularly so during the few weeks which time-honored custom has set aside for Yuletide preparations; but more still is required at this time.

Competition during December is very keen. Every store puts forth a special effort to secure just as big a slice as possible of Christmas profits. Even the dingiest of shops flare out into festive colors. The effect of the season is to stir the most sluggish and apathetic into unwonted activity and the easy-going shopkeeper becomes an energetic salesman—for the time being. The bigger establishments become literal hives of sales-making activity.

It follows that the merchant who wants to win for himself a goodly share of the easy profits, arising from the wide-spread gift-giving sentiment, must be "up and doing." He must find ways of his own of appealing to the public. If he works within the bounds of progressive merchandising set for the year around, he will undoubtedly get results; but it is well to get a little out of the beaten track at this time. Initiative is the quality that counts.

Last December was a bigger one for the hardwareman in Canada than ever before. He secured a larger share of the trade, due to the fact that he went after the trade in a more aggressive and more understanding way. It will be interesting to review the methods adopted with success by various hardwaremen last year. Ideas may be gleaned in this way which will be found of great assistance in planning and furthering the campaign ahead.

Doubled Their Sales.

The Geo. Taylor Hardware Co., of New Liskeard, Cobalt and Cochrane, doubled their sales of the previous year by carrying out an aggressive campaign for Christmas trade. The outstanding feature of their plan was the publication of a special number of "Taylor's

News." A Christmas edition was printed and mailed to the residents of the whole district before the heaviest part of the buying began. Combined with steady advertising and good display methods, this brought the trade and more than paid for the trouble and expense involved in the compilation and publication.

One clause from the Christmas number of Taylor's News is worth quoting:

"Is it something for the house? Do you need a new range or heater? Could you get it at a more appropriate time? What would be more useful? What would make mother—who spends her time over that old stove—happier than a nice, new range, one that would sparkle with cleanliness, would bake perfectly, and save her many a worry?"

This deftly worded appeal brought a response in the way of unusual sales in these lines.

A Systematic Campaign.

A most systematic campaign was conducted by the P. Hymmen Co., Berlin, Ontario. Reprints of their newspaper advertisements were secured and were mailed out to the people of Berlin and vicinity. These advertisements followed a carefully planned sequence, covering the various phases of the Christmas trade. The first was issued about the first of December, the introductory matter reading as follows:

First News from the Christmas Store.

"You all know it is less than five weeks to Christmas. It is time to start shopping. It is time to make up the lists. Start making purchases now so that you get the best of everything and avoid the haste of the last minute shopper. We are glad to set goods aside for later delivery."

The second was sent out two weeks later, being headed "Gift Suggestions from Berlin's Toyland." Early buying was again urged and in black letters across the page the words appeared: "14 shopping days to Christmas."

The third dealt with the wisdom of giving practical gifts, the following articles being illustrated and priced: Carving sets, silverware, savory roasters, hammered brass goods, carpet sweepers, crumb trays, food choppers, asbestos sad irons, seissors, wringers, etc.

The final advertisement gave a classified list of presents for each member of the family.

Following in this sequence, the advertisements proved extremely effective and the P. Hymmen Co. did an extensive business in all lines of goods.

Lunch for Shoppers.

An aggressive step was taken by Brocklebank's, Limited, of Arthur, Ont. Lunch was served for shoppers and a rest room was fitted for the convenience of lady customers. An invitation to make use of the waiting room and to participate in the lunch was issued in the form of full page advertisements. The invitation read in part:

"In order to assist you to do your shopping in the morning the week before Christmas, we will serve hot tea and biscuits from ten o'clock to five o'clock every day during the last shopping week. This will be entirely free and you are under no obligation to buy at this store. The lunch is free to all. Whether you trade here or not, come along and have a cup of tea. It will freshen you up.

"Lunch will be served upstairs. The ladies' waiting room is also upstairs. It's for you, use it."

This plan was found very effective in getting the "women folks" to the store; and the women are the chief purchasers of Christmas gifts.

The advertising of Brocklebank's, Limited, was conducted on a most extensive and unique scale. Full page ads. were used with illustrations which were strictly out of the ordinary. "Shop early in the morning" was the slogan adopted.

Pushed Electrical Goods.

Hardware dealers should endeavor to select their stock with a view to attracting Christmas demand. There are many lines on the market which are somewhat

IN the following articles, each phase of the Christmas trade will be touched upon. It has been our endeavor to make the matter presented practical to the fullest degree. While some of the methods given are of a suggestive nature, the great bulk of them are plans which have been "tried out" by hardwaremen and found eminently successfully. In view of the importance of the Christmas trade, it will be time well spent for hardwaremen to carefully peruse the articles which follow.—Editor.

in the nature of novelties and which should be found in the hardware store.

Last year, Dakin Bros., of Digby, N.S., added a line of electrical heating discs and toys. These were shown in the store in working order. They were considerable of a novelty and the people of Digby found them both amusing and instructive. Dakin Bros. advertised the new line effectively. Electrical engines were marked from 80 cents to \$1.25 "to amuse and instruct the boy; electrical toys, such as trip hammers, windmills,

buzz saws, bucket wheels and counter shafts, 35 cents to 50 cents. The idea was a big success and good sales resulted.

The success achieved in this instance provides food for thought. Hardwaremen should push the sale, not only of electrical toys, but of the many electric devices for use in the household, such as electric irons, toasters, disc heaters, etc. In the same connection, it may be mentioned that a fireless cooker is an article which could be pushed at this time with considerable success.

has proved to be true, the sale of supplies having been exceedingly large.

How Department Draws.

As Mr. Hill tells of his decision to add this line to his sporting department it becomes evident that the sale of the sundries, and the attractiveness the department would give the store, were his main objects. He determined, however, that the best results would be secured were a wide range of kodaks carried. These, therefore, have been installed. They have, moreover, been brought prominently to the attention of passers-by. In this store a window is never allowed to remain for more than a week. An artistic trim of kodaks was arranged, however, and attracted wide interest. At the end of the week another line was given the place of prominence, but kodaks were still shown, being given one of the windows leading to the set-in door. The drawing power of these windows, and of the line shown in them, could be seen. Many would pause, look at the trim, then enter the store and buy a film or some mounts. Others would inspect the kodaks.

Determined to Develop.

When the question of adding a camera department arose, there came also the question of developing and printing. Was this work to be done in the hardware store too? There were arguments against this. Developing and printing would require a special man. It would require the fitting of a dark room. On the other hand, at many other places where cameras and kodaks are sold developing and printing is done. From this work a great part of the profit is made. Why, therefore, should not the hardware store make this profit? Developing and printing, moreover, is a service to the customer. An enthusiast, buying a new film, naturally prefers to go to some place where he may have his old film developed and prints taken. It is at such a place, moreover, that he is likely to notice mounts, different papers to try himself and photo albums.

Because of these things, therefore, weighing the advantages against the disadvantages, the James Walker Co. has decided to undertake the work of printing and developing. The necessary arrangements have not been completed as yet, but very shortly now everything that a photographic enthusiast wants done—as well as everything he wants to buy—may be had here.

Fine for Christmas.

Summing up the results, therefore, after the manner of ministers of the old school, it may be said that the camera department has already proven a success. Moreover, with the Christmas season at hand, it offers great possibilities.

(Continued on page 39)

Handling Kodaks in Hardware Store

A Line Which Presents Wide Possibilities—James Walker Hardware Co., Montreal, Have Added Cameras and Supplies to Stock Carried in Sporting Goods Department with Best Results.

Perhaps the most hopeful phase of the hardware business to-day is the fact that there seems no limit—no bounding walls. Every week, almost, sees some new line added to the hardware stock. There are new lines which are only suitable for some stores. Others might be used practically in any hardware establishment, and might prove attractive so that they would bring indirect as well as direct benefit.

One of the latest lines to be adopted in a hardware store, and one which is of particular value at this Christmas season, is cameras. These have been given a place in the sporting department of the James Walker Hardware Co., Montreal, and already they have proved that they deserve this place.

Not Good for All.

Now there is no attempt to state here that cameras would prove profitable in every hardware establishment. No hardwareman expects that any but the staple lines may be profitably handled by all. Indeed, hardwaremen there are, who would willingly give up some of the staples. They find these bring little or no gain. They keep them simply that the public may be served. A new line, however, is different. Before adopting this a merchant has to consider a number of things—the investment which will be required—the returns which will be secured. Of course, returns are not always easily traced. If, however, a line is so attractive that it brings people into the store, where they see other things which they want—then that line is bringing results even if it is not selling well enough to pay for the investment itself.

But with cameras a dealer has to consider the demand, and the competition. If cameras are being quite largely used; if there is a chance to boom their sale;

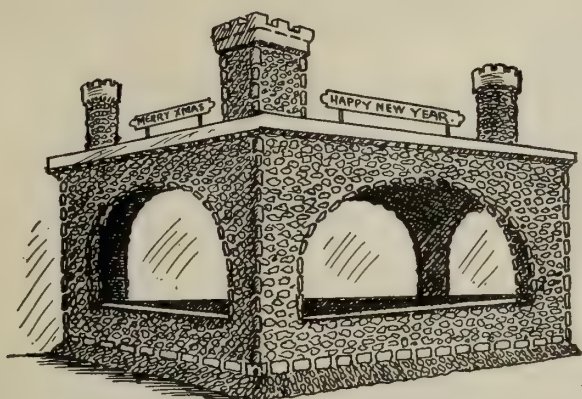
if no one is handling them within a reasonable radius; or if there is room for another dealer—then they may be seriously considered.

What of the Results.

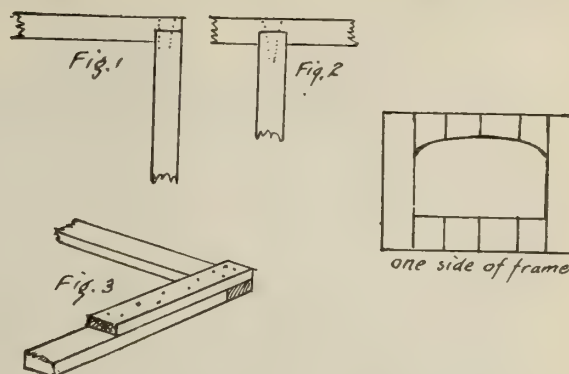
So much for that. It will be more interesting to note what led the James Walker Co. to take up this line, and to see what the results of the venture have been.

The James Walker Co. is situated in Montreal's down town section, where, even in this woman's age, perhaps twenty men pass to one of the opposite sex. The stand has been found a splendid one for sporting goods. The aim, therefore, has naturally been to get all possible out of this department. Max Hill, the manager, has already plans in view to provide for the enlargement of the space given to this department; but he has also been planning to enlarge the scope of the department—hence the kodaks.

Now for the results. Well, the line has been carried for just a month, so that it cannot be said to have had a fair chance to show its worth; yet it has already proved that it will pay floor rent, and also a good sum towards the profits. In the month, indeed, no less than six kodaks have been sold. To those unfamiliar with such a department six may not seem a large number. Mr. Hill does not regard it as large either, but he does think it a satisfactory start. It shows the possibilities, especially when it is remembered that the profits from a camera department do not come from the sale of kodaks or cameras, but from the sale of supplies. A kodak or camera sold is something, but it means another regular buyer. Moreover, there will be other camera enthusiasts who will buy their supplies at the store. Already this



A "Santa Claus castle" which is found a good method of displaying Christmas goods.



Practical pointers to follow in constructing the castle.

A Method of Displaying Holiday Ware

Build a Santa Claus Castle—It is Found an Admirable Method of Displaying Toys and Small Ware—How to go About Building a Booth of This Description.

In December thousands of stores find that business just drifts into holiday lines without any effort on the part of the management. But a little advance planning will enable merchants to increase their sales very materially.

It is strange that a great proportion of the buying public, procrastinates almost to the last day before Christmas in the matter of buying their holiday goods. It is to offset this final rush that we propose a little planning. There can be no doubt that customers can get better choice and better service if they do not wait until the last week before Christmas. The merchant, too, will profit more if he can induce early shopping. Often a customer will buy five dollars worth when he has time to choose and receives good attention for every one dollar he would expend on the rush day before Christmas.

A Santa Claus Castle.

The suggestions we offer herewith need to be planned in advance. It is wise to arrange displays to attract children, for they are good advertisers and worriers of parents, all of which has its beneficial results on trade. We illustrate a toyland or Santa Claus castle, which can be utilized to wonderful advantage. This design is merely suggestive, for the space and layout of your store, materially affect the design and size of this building. It may be square or oblong, or oval or round, but the general procedure for making it will be practically the same.

The Practical Use of it.

It is so easily made, almost any handy man can make it without resorting to the services of a professional carpenter. Assuming that you have room enough to build a square castle, secure dressed strips 2 inches wide and $\frac{7}{8}$ of an inch thick. Cut these the desired lengths and make the joints at the corners as shown in Fig. 1. Bore holes for the nails so as not to split the wood. You will need to put braces across the frames and the joints of these braces should be checked as in Fig. 2. Should saw and chisel not be convenient or easy to manipulate, the joints can be made like Fig. 3. For the arch openings, use thin pieces of basswood or ash and bend them to the proper curve. If desired the openings may be made square.

The coverings should be white, bleached cotton, stretched on tightly and well tacked. Make a glue sizing of about $\frac{1}{4}$ or $\frac{1}{2}$ pound of glue to a pail of water. Coat the cotton all over with this. When dry, cover the entire surface with a wall paint of the desired stone shade and put on with large paint brush. You can make your own color by using a half pailful of whitening, into which you have put about two or three heaping teaspoonfuls of lamp-black. Mix well and fill the pail with a glue size same as above. When dry, you can mark the stone effects with a $\frac{1}{2}$ inch or $\frac{3}{4}$ inch brush, with a very much darker color.

Line the castle with bunting, and have

toys and other small wares displayed in it. These can be pinned all over the castle inside and out. The effect will be most striking and will increase your Christmas business.

The hardwareman can adopt this as he sees best to suit his own business. The castle can be made small enough to fit any space.



GIVE CUSTOMERS A TRIP.

A novel method of stimulating business has been adopted by the Frost Wire Fence Co., of Hamilton. In 1909 the firm gave a free trip to the Pacific Coast and Southern California to sixteen of their customers. The result was deemed so satisfactory that a similar trip was proposed for November, 1912.

To determine who should reap the benefits of this offer a contest amongst the firm's customers was started. To the thirty-five dealers who did the largest business during the season, for the Frost Wire Fence Co., and to the ten Canadian farmers who bought and paid for the largest quantity of Frost Wire fence, the prize was awarded. And this time the prize was a five-day trip to New York, Philadelphia and Washington. A party of sixty, including the forty-five mentioned and members of the firm amongst whom the most prominent were, H. L. Frost, manager, and A. L. Page, sales manager, started out on their five days trip on November 9.

Planning the Christmas Window Display

The Two Classes of Window Trims—Some "Don'ts" to be Remembered in Planning Displays—A Practical Suggestion for Use in Trimming a Window of Small Size —Arrange a Schedule Now.

The development of window trimming around Christmas time is quite marvelous. Stores which present mediocre displays at all other times of the year, rise to the occasion when the Christmas shopping starts. It is the one season of the year when every window trimmer tries to excel himself and equally hard to excel other window trimmers.

Christmas window displays can be divided into two broad classes, viz., the publicity window and the stock window.

The publicity window is devoted to a special form of display with the idea of advertising the store. Window trimmers arrange most elaborate settings in the way of windmills, snowstorms, Santa Claus outfits. People always take a big interest in these windows and they are discussed freely. The store undoubtedly gains from this source and indirectly sales are boosted.

The stock window consists of a display of goods, arranged as attractively as the trimmer knows how. Prices are given in the best displays of this class. While crowds may not assemble as thickly in front of a window of this kind as before a publicity display, the people who do stop are shoppers actively engaged in the making of selections. The results are direct, immediate and positive from a practical display of this nature.

On the whole, the stock variety of window trim is the more valuable of the

SUMMED UP.

Arrange your windows with an eye to practical results rather than for general publicity.

Plan out each display well in advance.

Have an appropriation.

Work the windows to the utmost at all stages.

two. A publicity display, something to make people talk and drop around to inspect, is a good feature of the Christmas campaign; but it should not be allowed to monopolize space for too long. Window space around Christmas time is extremely valuable. A publicity display, retained in the window for one week, would make a valuable adjunct to the campaign.

The accompanying illustrations show two excellent displays which appeared in hardware stores during the Christmas rush season last year. Careful attention was given to detail in these displays and by studying them carefully, window trimmers will undoubtedly secure valuable ideas.

A Few Don'ts

One of the judges in a recent window contest, conducted by Hardware and

Metal, has compiled a number of "don'ts" for window trimmers. They are appended.

Don't crowd the window.

Don't scatter your stock. A knife here, another there and a few more somewhere else, gives the windows a junky appearance. Keep articles of one kind as much together as possible.

Don't put in too many showcards. In some displays, the cards overshadow the goods.

Don't affect loud colors. Glaring combinations of red, green, yellow, etc., have not an agreeable effect. The quiet tones lend a more artistic effect. At the same time, a striking touch of color, if not carried to excess, adds tone to a window.

Don't attempt to put too many different kinds of articles into one display. Specialize as much as possible.

Suggestion for Small Window.

The greatest difficulty under which, the majority of window trimmers labor, is the size of the window at their disposal. The windows in the average hardware store are very small.

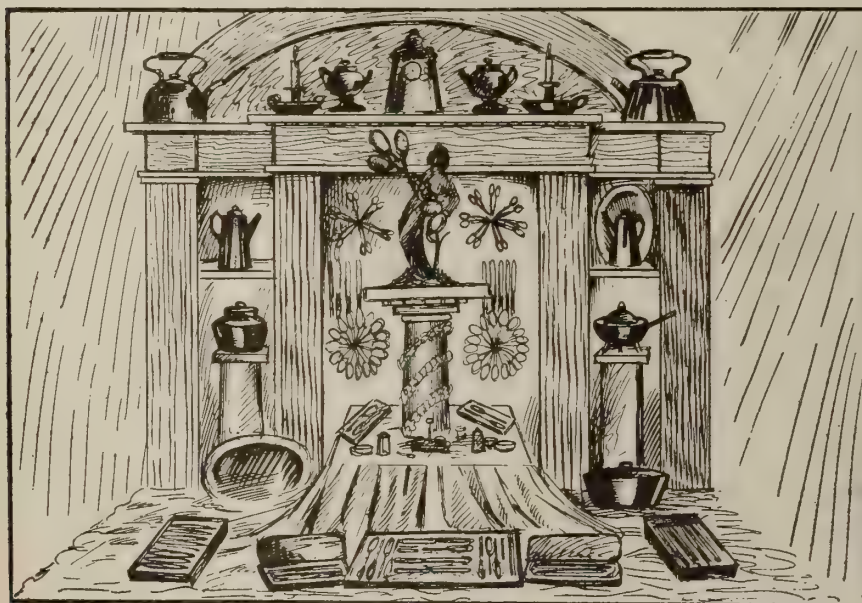
The accompanying suggestion is for a window of average size.

The background can be constructed without much trouble and with little cost. The whole need not be constructed of wood or of any solid material. Construct a frame work of wood and cover it with canvas, cloth, baize or even cheese cloth and a suitable background will be obtained.

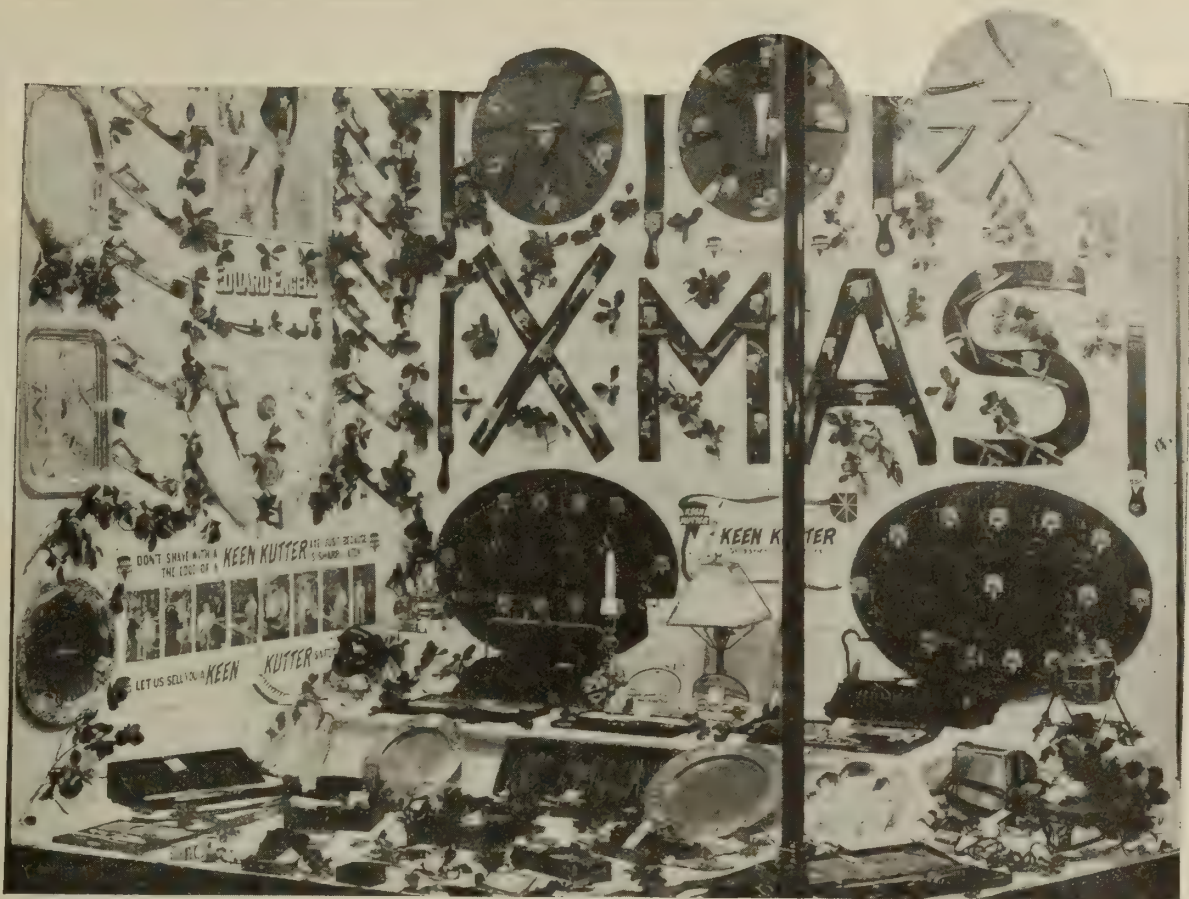
This style of background can be constructed for any sized window; and the workmanship involved is of sufficiently simple nature to obviate any difficulty on that score. The cost of the display as it stands, supposing that all material used was new, would be in the neighborhood of \$2.50. Economical enough, is it not?

Lay out a Schedule

There is nothing like system. Why not plan out ahead of time, at once, just what will be used in each window, each week during the shopping season? By following this plan it will be possible to so map out your work that no lines will be neglected and a certain amount of advance preparation will be possible.



A suggestion for a window display especially adaptable for small windows



A display which shows the good results which can be obtained from the use of some of the more every day articles in the hardware store. Shown by T. S. Tait & Sons, Campbellford.



A Christmas display of silverware, cutlery, brass goods and highclass novelties in the window of D. W. Douglas, Campbellford, Ont.

Have an Appropriation.

It must be expected that a certain expenditure will be necessary to get the best results. It would be wise to make an appropriation and leave the matter in the hands of the window trimmer. He will be keenly interested in getting the best possible results out of the window displays and will expend the money to good advantage. It will serve as an encouragement to the trimmer to do his level best; nothing is more discouraging than to attempt the dressing of windows on an ambitious scale without the necessary facilities.

The amount of the appropriation will depend upon circumstances and the results which can be expected. Where the trimmer already has the necessary fixtures at his disposal, the appropriation will be small. All that would be needed would be a sum to cover the cost of material for covering the floor and background and the securing of floral decorations.

In view of the fact that attractive show and price cards are needed, the appropriation might be extended to cover the expense incidental to the preparation of good cards.

—❁—

IMPROVING LIGHTING OF FACTORIES.

It is remarkable how many factories and plants, warehouses, and even stores, are constructed with very little regard to the proper amount of illumination, although lately there has been quite an advance manifested in artificial lightning, due to pronounced public sentiment. One of the most earnest among the leaders of the new crusade is Lion Gaster, founder and secretary of the Illuminating Engineering Society of England, who is now in the United States endeavoring to stir up sentiment among Americans for the better lighting of their places of business, in order to safeguard not only the eyesight of workers from strain and destruction, but their limbs from injuries due to inadequate illumination.

—❁—

NEW METHOD OF HEATING

Milwaukee street cars are to be heated by what is considered a much superior system than heretofore employed, as soon as the device can be installed. It is said to have proven abundantly satisfactory in Cleveland and Detroit, because ample warmth is secured and also car ventilation effected automatically by the operation of the heating plant. Coal is fed into the fire boxes through magazines and the heat circulated by blowers. Fresh air is drawn from the outside continuously and empties from pipes under each seat. The stoves will be placed at the sides of the cars midway between ends.

Christmas Window Contest

IT has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at this office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First prize	\$5.00
Second prize	\$3.00
Third prize	\$2.00

PLACES UNDER 5,000.

First prize	\$5.00
Second prize	\$3.00
Third Prize	\$2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction, but which are not awarded prizes, will be given the sum of \$1.50. This will cover the cost of photographing and will insure those who enter against any loss, whether they are successful in securing prizes or not.

In addition, a special prize of \$5.00 will be given to the window trimmer who sends with his photograph the best description of the display and the methods that he adopted in arranging it, together with an outline of the plans that he follows throughout the year to get the best results from his windows.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

Handling Sporting Goods Department

An Active Line for the Christmas Trade—Young People Show a Particularly Keen Interest—Boy Scout Supplies Should be Featured at This Season—Window Display Suggestion.

The Christmas season should be one of special activity in the sporting goods line. By the Christmas season is meant not simply the week or two before Christmas when the great rush in shopping takes place. To the hardware dealer it means much longer than that, including practically the last two months of the year.

Winter sporting goods give the hardware dealer a very great field in which to work. For this there are two main reasons; in the first place, Christmas comes during the season of winter sports, and in the second the winter months are months when a very great number of sports are indulged in by young and old alike.

The fact that Christmas comes early in the season of winter sports tends to put a climax on preparation for sporting activity. In many districts, winter, from the standpoint of the sportsman, can scarcely be said to have set in till after Christmas is past. During the weeks of cold weather previous to Christmas there is ample time for getting into the mood for hockey, snow-shoeing, etc., for gathering together and outlining the campaign of winter sports, and for making all preparations necessary for a strenuous season as soon as the weather permits a beginning. But Christmas tends to bring all this to a head. Nothing suits a boy better for a Christmas present than a new pair of skates, a hockey stick and puck, a pair of snowshoes, or skis, a toboggan, a sled, or any one of a thousand other articles that could be mentioned. As for girls, their interests along that line are very much the same as the boys. They, too, look forward with very great interest to winter with its various sports, and to Christmas as a time when they may receive a supply of sporting goods.

Wide Scope of Department.

The hardwareman is in a position to cater directly to the desires of the

younger people. In his sporting goods department he is free to handle a very varied line of goods. Until within recent years he was restricted to skates, hockey sticks and pucks, pads and gloves, snowshoes, skis, toboggans, and sleighs for outside and basketballs, boxing gloves and punching bags for inside sports. These and a few more of a similar nature were all that hardware dealers were supposed to handle. But now his field has broadened. Many hardware dealers stock pennants, sweaters, sweater coats, toques, hockey shoes, moccasins, heavy socks and many other lines which formerly were considered as belonging directly to the dry goods or shoe dealers.

Scope for Window Displays.

With this varied collection of goods the hardware dealer has great scope for special window displays. Many displays of varied natures could be arranged, which would not only be attractive from an artistic standpoint, but which would bring in direct results, for, of all things, sporting goods will catch the eye of young folks. They are naturally interested in them. A desire does not have to be created by the dealer in sporting goods; it is there already and has only to be appealed to in some way or other to arouse special interest.

Great interest may be aroused by window displays of special lines, for example a display of hockey goods, snow-shoeing accessories, boxers' outfits, boy scouts' equipment and so on.

Show Boy Scout Outfits.

Perhaps nothing would catch the eye of boys at the present time better than a display of boy scouts' outfits. Many boys have entered very enthusiastically into this comparatively new movement. There are few towns in Ontario which have not at least two patrols, and many of the western towns have large numbers enrolled also. The movement is spreading very rapidly and is of very general interest.

Such a display would also be specially appropriate at Christmas time. Almost every scout lacks something of the scout

equipment. What more natural then, that the parents of a boy who has enrolled with the scouts should gratify his desires by presenting him at Christmas with some article which will equip him more fully to take a scout's part?

An Effective Display.

In arranging a trim, many ideas may be acted upon. A very good display was shown recently in the window of Percy A. McBride's sporting goods store, Toronto. In the background were arranged piles of sweater coats and sweaters, all of a heavy nature and suitable for wear when skating or taking part in outdoor sports. Large price cards very distinctly showed the price of these, so that at a glance people could tell how much they were selling at. In the fore part of the window a pair of hockey tube skates were placed in a very prominent position, resting on a plate of glass which was supported by four megaphones. Although only the one pair was displayed, they brought out very forcibly the fact that skates were on sale inside. A small border around the front of the window was made of several kinds of dumb bells and small exercisers of different kinds. A very forcible background was arranged with pennants, cushions, and pictures of special interest to the student class in Toronto.

Altogether the window was of a very simple nature. Nothing elaborate or expensive was involved in its get-up, but the result made a very effective trim.

When all other methods fail, a motion display will attract attention and the hardware dealer who goes to the trouble to arrange such a display is almost sure to arouse the interest of passersby and stimulate trade.



HANDLING KODAKS IN HARDWARE STORE.

(Concluded from page 34)

What better present than a camera or kodak? What better for the man who has a number of photos which he took during the summer, than an album in which to mount these? What better for a young man to send as a remembrance to some companion of the summer, than one of these albums in which are mounted the pictures telling the summer story.

Practical Pointers for Christmas Advertising

The Necessity of Talking Quality and Durability in Gifts—Brightening the Copy With the Use of Illustrations—Special Panels Can be Purchased for a Small Outlay—The Importance of Price Quotations.

Advertising, always necessary, is particularly necessary during the holiday season. There is no one who can be counted out of the prospective customer class at Christmas time. People hunt through the papers looking for ideas and hints to guide them in their selections. Verily, the merchant who does not take advantage of this opportunity to talk to an unlimited audience of interested buyers, is blind to his own interests.

The hardwareman will find that he needs newspaper advertising to back up his campaign. People have not yet become as accustomed to going to the hardware store to do their Christmas shopping as to other stores, for the simple reason that the hardwareman is a latecomer in the field. They need to be reminded of the fact.

Talk Quality.

One rule, above all others, must be observed in preparing a Christmas advertisement for a hardware store. The idea back of the ad. must be quality.

That is the keynote of the hardwareman's appeal, the foundation of his salesmanship campaign. He offers goods which have solidity, durability and utility behind them. Presents purchased from hardwaremen are useful and lasting. To work up a big demand, therefore, it is necessary for the hardware merchant to convince the public that useful and durable presents are the kind to give.

Backed by Sentiment.

This is by no means a hard task. The public has come to realize the fact that a sensible gift meets with double approbation from the recipient. There is double pleasure both in giving and in receiving a gift which appeals to the practical side of the human mind with its promise of lengthy and satisfactory service. This, in fact, is the day of useful gift-giving.

It pays the merchant, however, to keep on pressing the fact home. Opposition stores make their appeal with cheap but attractive goods and the

mind of the shopper may be won away from common sense to indulgence in the purchase of "finery." The quality argument must be kept to the front all the time.

The Use of Cuts.

Christmas copy must be attractively laid out. The newspapers carry an unusually heavy volume of advertising during the holiday season and any individual ad. must have special merit to insure its "standing out." This effect can best be attained by the use of cuts. Sprinkle a few illustrations through your copy and the result is an advertisement which people will look at every time. The use of panels is found to be an effective means of adding attractiveness to copy. The accompanying ad. of Peart Bros. Hardware Co., Regina, is a good sample of a Christmas advertisement. The border is redolent of Christmas cheer and the general lay-out of the copy is admirable. Good use has been made of panels and illustrations and an especially good introduction is given.

CORNER SOUTH
RAILWAY &
ROSE ST.

Peart Bros. Hardware Co., Ltd.

PHONE
121

Greet Your Friends With Useful Presents This Christmas Season

The easiest way to enjoy real happiness at Christmas time is to feel that you have made someone else happy, and the easiest way to make a friend real happy is to give a useful, sensible Christmas Gift. We have always carried a nice line of Christmas Goods, but never before were we so well prepared for a big Christmas trade than we are right now. This store is in gallant Christmas array from end to end. The silent salesmen and display tables are filled to overflowing with suitable presents for everybody. The service is excellent and we invite you to visit our store and examine our well assorted stock. We insist that you shop early, as we can assure you of better service and larger assortments.

CUT GLASS IS ALWAYS ACCEPTABLE

If you want to please a lady, just send a piece of our finely cut Cut Glass. It will be as suitable as anything you can send.

CUT GLASS BERRY BOWLS	\$4.50 to \$10.00
CUT GLASS VASES	\$5.00 to \$12.00
CUT GLASS FERN DISHES	\$6.00
CUT GLASS CUP AND SUGAR	\$3.00 to \$4.00
CUT GLASS CREAM AND SUGAR	\$5.00 to \$10.00
CUT GLASS WATER PITCHERS	\$7.00 to \$14.00
CUT GLASS BOWL AND DISHES	\$2.50 to \$6.00
CUT GLASS FRUIT DISHES, per dozen	\$16.00 to \$24.00
CUT GLASS TUMBLERS, per dozen	\$12.00

SILVERWARE FOR CHRISTMAS GIFTS

A piece of our heavily plated Silverware will be serviceable and durable.

SUGAR SHELLS	75c to \$1.25
NAPKIN RINGS	50c to \$1.50
GOLD MEAT FORKS	\$1.75 to \$2.00
BUTTER DISHES	\$2.50 to \$6.00
CAKE AND BREAD TRAYS	\$2.00 to \$5.00
FERN POTS	\$4.00 to \$6.00
PUDDING DISHES	\$7.00 to \$11.00
MARMALADE DISHES	\$3.00 to \$5.00
CASES OF KNIVES, FORKS AND SPOONS	\$10.00 to \$20.00

THE CUTLERY DEPARTMENT HAS SOMETHING FOR EVERYBODY.

We have a full line of the best Cutlery on the market, and you will find a suitable present for a boy or girl, lady or gentleman, in our stock.

CARVERS in pure, sets of 3 pieces, and 3 piece and 5 piece sets, in cases \$1.75 to \$15.00

POCKET KNIVES AND PEN KNIVES, with bone handles, buck horn handles, and pearl handles. 25c to \$4.00

LADIES' COMPANIONS make the nicest gift for a girl. \$1.50 to \$5.00

MANICURE SETS in leather cases \$2.50 to \$7.00

RAZORS, hollow ground \$1.50 to \$2.50

SAFETY RAZORS—Gillette's, Auto-Strip, Yanke, and Ever-Ready \$1.00 to \$7.00

RAZOR STRIPS in Christmas cases \$1.00 to \$4.00

BRASS GOODS

Brass Jardinieres	\$3.00 to \$12.00
Brass Fern Pots	\$1.50 to \$2.50
Brass Spirit Lamps and Kettles	\$4.00 to \$5.00
Brass Hot Water Kettles	\$1.00 to \$3.00
Umbrella Stands	\$9.00

A CASSEOLE DISH

is one of the most useful dishes you can have around a home. It is a porcelain dish in pierced silver dish. The porcelain dish can be used in the oven for any kind of cooking, then placed on the table in the holder. \$5.00, \$6.00, \$7.50, \$9.50, \$10

KNIFE, FORK AND SPOON SETS

for children .. 40c to \$1.75

HAND SLEIGHS

are right in season. We have a nice assortment. 40c to \$2.50

CUP, SAUCER AND PLATE SETS

60 cents.

TOOL SETS FOR BOYS

A nice set of tools in a case will suit the boys. We have some sets with good useful tools. 90c to \$4.00

The Hotpoint Electric Iron



is a very sensible gift. It always has a hot point and a cold handle. Price \$4.50

Useful Presents for Mother

Roasting Pans.
Meat Choppers.
Bread Makers.
Washing Machines.
Wringers.

TOY ASBESTOS IRONS AT 25c



will please the little girls. Small Irons 25c to the Asbestos Irons in sets \$1.50 and \$2.75

HOCKEY SKATES

What could be nicer than a nickel plated pair of skates. We have them in all styles and sizes. Price \$3.50 to \$6.50

NICKELWARE



Something in nickelware is very serviceable and useful. TEA AND COFFEE POTS \$1.75 to \$2.00. TEA KETTLES \$1.50 to \$4.00. PERCOLATORS \$5.00 to \$7.50.



CARPET SWEEPERS. A Carpet Sweeper is always useful around a home, and are very appropriate \$8.00 to \$4.50

Perhaps the most valuable feature of this ad. is the use made of prices. The price of everything is explicitly stated. As a result, the space has a big interest for everyone interested in Christmas purchases, containing as it does the necessary information arranged in attractive form.

The use of illustrations is exemplified in the second advertisement reproduced. The plan followed out in this instance, of grouping cuts around the outside of the space, has been taken up to some extent by retail merchants. Good results can be obtained in this way. The advertisement reproduced has certain faults, but it gives an idea of what can be done by the use of illustrations. This advertisement would have been improved if lines had been inserted under each cut—just a word or two of description with a price. The interior panel was well planned out but the printer did not show the best of judgment in his selection of type. Despite these drawbacks, the ad. is an effective one.

Getting Special Borders.

It will be found a good investment to buy a special border for your Christmas advertising. Originality is a very desirable quality and this cannot always be obtained when the advertiser has to depend on the stock of the newspaper. While there may be a number of suitable borders carried, they will be in demand for other advertisements and will, therefore, be used often and perhaps even be duplicated in the same issue.

For the sum of \$1.65 a Christmas border 24-inch font, one-half inch wide, showing bells and holly, can be secured. To enclose a good-sized ad., it would be necessary to secure two fonts at an expenditure of \$3.30. This border would be rather elaborate and an equally good effect could probably be obtained by purchasing a narrower one. A border, one-quarter inch wide, 36-inch font, can be purchased for \$1.30. This would serve for the average sized ad. Thus, on an expenditure of \$1.30, the advertiser could insure for his advertising space a feature that would be quite his own. This appeals to one as a very sensible investment.

Quote Prices Always.

This fact is well worth emphatic recapitulation. In the opinion of the writer, no Christmas advertisement is complete without prices. On the same principle that a price card is invaluable in a window display, the price is needed to give advertising copy the necessary sales-making force.

GET TOGETHER BANQUET.

The business men of Moose Jaw recently had a "Get Together Banquet," and as a result there is a movement afoot to form a Commercial Club. This Club intends becoming affiliated with over one hundred other Commercial Clubs throughout the United States and Canada.

CEMENT IMPORTATIONS.

Ottawa, Nov. 17.—Information which has become available shows that during the five months, June, July, August, September and October, during which the cement duty was reduced not quite a million barrels entered the country. The exact amount was 988,393 barrels and the value was \$1,328,937, or \$1.34 a barrel. The consumption of cement in Canada this year probably was eight million barrels. During the same period in 1911 the importation was 449,584 barrels valued at \$560,559, or \$1.24 a barrel. The American manufacturers thus

advanced the price by ten cents a barrel.

The effect has been most marked in the Prairie Provinces, the comparisons working out thus:—

	1911.	1912.
	Five months.	Five months.
Province	Barrels	Barrels.
Manitoba	4,491	100,287
Saskatchewan .....	...	85,856
Alberta	309	183,646
Totals	4,800	369,789

In addition British Columbia increased her importations from 200,136 to 393,460. In other provinces there was little change; in Ontario and the Maritime Provinces there was an actual decline in importations.

During October the importations were 194,734 barrels, the importations into the Prairie Provinces being 38,336 barrels, divided as follows:—Manitoba, 10,735 barrels; Saskatchewan, 4,053 barrels, and Alberta, 23,548 barrels. British Columbia imported 100,400 barrels.





FOR USEFUL

Christmas Presents

COME TO THE HARDWARE STORE

While the Gifts are being used the Giver is being remembered.

Big Stock and Great Variety

We have added this year "Electrical Heating Discs and Toys" which will be shown in working order. The toys are amusing and instructive and run on very low battery expense.

To aid in selection we list a few articles suitable for Gifts as below—

Hazors, 70c to \$2.10
To a man who shaves himself a good razor is just the thing.

Gillette safety Razors, 85c.
The best in the world. In attractive cases.

Electric Heating Discs
One of the handiest things for household use. Will heat water, irons, etc.

Brass Water Kettles
85c and \$1.30
Useful and ornamental.

Skates, 32c to \$3.00
Greatest line of above in the County.

Electrical Engines
80c to \$1.75
To amuse and instruct the boys. Will drive numerous small toys.

Electrical Toys 35c to 50c
Such as Trip Hammers, Windmills, Buzz Saws, Bucket Wheel and Counter Shaft.

Case Kettles, \$1.50 to \$2.90
Nothing more useful for a woman. The case keeps scissors bright and sharp.

Painted Table Ware
65c to \$3.00
In teaspoon, Desert spoons, Knives and Forks. Rogers' 1847. Oneida, Community and Nevada makes.

Beds and Sticks
At Bargains.

We are giving a Special **10%** off Shelf Hardware, Tinware and Christmas Goods
CASH DISCOUNT of **10% to 30%** CASH DISCOUNT off Skates and Beds

THE HARDWARE STORE

DAKIN BROS.

TELEPHONE 51.

Only one more shopping day before Christmas.





















An advertisement showing unique way of grouping illustrations around border with reading matter in interior panel.

Suggestions for Christmas Show Cards

Decorative Effects Can be Secured by Pasting Santa Claus Figures on Cards—
Colors Should be Introduced—The Importance of Using Price Cards at This
Season.

One of the most important considerations during the Christmas season is to have suitable and attractive show cards. The holiday shopping season is a time of rapid selection on the part of shoppers. They have a more or less lengthy list of gifts to be purchased and a very short time in which to perform the task. The dealer who so arranges his stock that quick selection is possible will get a large share of the trade. This statement is prominently displayed because it expresses a truth which many dealers have failed to grasp.

**Good
value
↓ ↓
Christmas
GIFTS**

Suggestion No. 1.

Show and price cards are great aids to rapid selection. They point out the most attractive feature of the goods. The shopper can become half convinced that he wants a certain article before a salesman even approaches him, if the merits of the article are set forth on a card.

The necessity of price cards is a prime essential. People start out to do their Christmas shopping with a vague idea as to what they want, but a very definite idea as to what they want to pay. Articles which are priced at the figure which has been mentally decided upon have a big attraction. The shopper with a pre-decided appropriation will linger long in front of a window displaying goods that are priced, while an assortment of articles not priced will be passed by. If the shopper is in a particular hurry—and what Christmas shopper is not?—selections will often be made from price

cards before a salesman is approached.

For all of which reasons, the hardware dealer should see to it that his stock is well set off with effective show cards and that the seasonable goods are priced.

A number of suggestions are reproduced herewith. Little attempt has been made to give an elaborate setting to the cards. Santa Claus figures, reindeers, etc., can be worked into Christmas show cards with good effect. All that is necessary is for the card writer to select a suitable figure out of a magazine or catalogue, cut it out and paste it on the card, working the lettering around it. Holly borders in two or more colors can be secured in this way. A splendid effect is obtained without a great deal of work. Decorative effects of this kind could be used to "tone up" the suggestions submitted.

Color can be introduced on Christmas cards with good effect. Red and green are the colors selected by custom for the holiday season. In suggestion number one, the arrows and the border might be done in colors and the lettering in black. In suggestion number two, it would be well to put the border, shown in the upper right hand corner, in either red or green. The price cards, shown in suggestion number three, would be more effective if lettered in black.

Prepare in Advance.

It will be advisable to get the Christmas cards finished in advance. Everyone knows the state of affairs which exists as soon as the Christmas trade starts—rush, hustle, and confusion. There is little enough time to look after the wants of customers then and keep the store straightened up, let alone for the preparation of show cards. If the cards are not done within the next two weeks or so, it is very likely that they will not be done at all.

Quite an assortment will be required. Showcards will be needed for window

displays and possibly also for use in the store. In addition to that a wide range of price cards will be absolutely necessary.

Why not use every spare moment from now on to prepare the ammunition for the Christmas campaign?

BECOMES TREASURER.

Milwaukee, Wis.—On the death of the late Jas. M. Thompson, of the Luther Grinder Mfg. Co., Edwin B. Bartlett was appointed to fill the office of treasurer

Only-\$1.⁵⁰

**Splendid Value
At 85¢**

**Special At
\$2⁵⁰**

Suggestion for price cards.

and superintendent. For a number of years Mr. Bartlett has been acting as assistant superintendent for the O. A. Smith Co., of Milwaukee, manufacturers of automobile parts. Mr. Bartlett has a university education, and also a technical training in mechanical engineering. Being a young man with plenty of energy, good education and experience, the Luther Grinder Mfg. Co. think him highly suitable to the office of superintendent. Mr. Bartlett is now treasurer of the company, and a member of the Board of Directors.

BRUSH CO. START

London, Ont.—The Rossiter Brush Co. opened their doors yesterday in a factory on York street west. By the end of the year it is expected that about 20 will be employed. Local capital is behind the concern.

**Give HIM a Gift
he will use
every day in the year**

Suggestion No. 2.

Conducting a Christmas Toy Department

It Attracts People to the Store and Leads to Sales in Other Lines—The Experience of a Large Hamilton Firm—Where Department Should Be Located.

Every year brings more strongly to the mind of the hardware dealer the fact that there is a very great field for him in Christmas goods, and that the road to it is open for him as well as for the jeweller, the dry goods man and all other dealers. The hardware dealer who states there is no gain in featuring Christmas goods either has not tried it himself, has not been in a position to see it tried, or has not within him the "go" and enthusiasm which should characterize every hardware dealer, especially at this season of the year.

Not only have enthusiastic hardware dealers been featuring special Christmas goods such as cutlery and silverware, cut glass, brass and copper goods and many other lines which belong more or less directly to the hardware trade; many have gone farther than that and now handle a full line of toys, which will attract the eyes of every child in the place.

Toys Draw the Crowds.

But the toy department is taken on with somewhat of a different idea from the cutlery, silverware, etc. While the latter is featured with the intention of direct gain from first to last, the former is more of a drawing card. To be sure there has been found to be profit in toys as well as in any other Christmas line, but toys have a greater value than that.

Every child in the city or town, as the case may be, is interested in toys from the word go. But it is not only the child who enjoys passing in and out of the toy department, handling everything, seeing how the different toys work, what they will do, and everything about them. Older people as well take an interest in these things. Not the same kind of an interest as that of the child, perhaps, but they also are attracted by the toy department and help to keep it crowded during the Christmas season.

The toy department then is a great drawing card as well as a source of profit. The idea then is to make the best use of this drawing card.

Stanley Mills & Co. in Hamilton have made use of toys in connection with their hardware department. Speaking the other day on the toy question, Mr. Fliteroft, the manager of the hardware department, stated: "We have our toy department on the third floor. People hunting for it have to pass through the store before they finally arrive at what

they originally came to see. All the way along, to right and to left of them as they pass down the aisles, are displays of special lines, every one with a leader. They cannot help but see some of these goods as they pass through, and, seeing, are of necessity attracted by them. We specially feature some one article in each line displayed, in order to make it more attractive and to more easily catch the attention of customers. People enter the store because they know we handle toys. They enter it with the intention of seeing our toy department and perhaps making a few purchases in that department, but before they leave our store, they have been 'sidetracked' by our many other lines and have made many purchases outside as well as in the toy department."

This, then, is the great use of the toy department, to attract people to the store, to cause them to pass through and see the many handsome articles, suitable for Christmas presents which the hardware dealer handles.

Position of Department.

To make the most of such a department, it would of necessity be placed in such a position as to cause people to pass through the rest of the store before they reach it. If your store occupies more than one floor space, the toy department should be well up, on the second or third floor. Or, if all your goods are displayed on one floor, make use of a space well to the rear to display your toys.

But to make proper use of the toys, dealers should be careful to make a special display of other Christmas lines. Straight hardware, or hardware as it was considered a few years ago, does not sell any too well around Christmas time. Were it not for special Christmas goods, the hardware trade during the latter part of the year would be dull. Christmas goods give the hardware dealer a chance of transforming what would otherwise be the dull season of the year into one of very great activity.

Accordingly any dealer stocking toys should see that he has a full line of other Christmas goods on hand. Cutlery, brass and copper goods, cut glass, silverware, aluminum ware, electric irons and all electric fixtures of that nature—these and many others are specially good sellers around Christmas time. Dealers should not only see that they have a full

line of these goods on hand but also that they are displayed to the best possible advantage.

Your toy department is first and foremost a drawing card. Then a very special effort should be made to get the greatest possible benefit from its being there. Through it, people will be attracted to your store, many who have been in the habit of dealing with you and some who have not been included in your list of customers. This is your chance to make a favorable impression on them and secure them as permanent customers.

It Has Paid Them.

As to whether it really pays the hardware dealer to take on a toy department or not, the answer given by those who have given it a trial is very strongly in the affirmative. Hardware dealers who have been in the habit of catering strongly to the Christmas trade wonder that more do not go in for it. By them it is regarded as a splendid opportunity which hardware dealers should not fail to grasp.



USE OF SHOW CARDS.

The place of the show card in the aggressive retail store, is to-day, a fixed quantity. No one will contradict its claim as a potent factor in securing attention, and attention in vast numbers of cases means extra sales.

Show cards perform many different functions for the merchant who employs them. Here are some:

They call attention to goods on display.

They are used for announcing special sales on special dates.

They can convey to the onlooker the approach of a special holiday season and advise him to prepare for the occasion.

They are frequently used as the conveyers of greetings prior to festive occasions.

In the final dash for Christmas trade, therefore, every dealer should use the show card. The pasteboard can be secured from the local newspaper office and paste, ink and brush from the stationer or art supply store. If the Christmas cards, or, in fact, those prepared for any particular occasion, are carefully preserved, they can be used a year hence.

Some Lines Which Should be Featured

Some Hardware Lines Such as Silverware, Cut Glass, Cutlery and Brass Ware Have Big Sales—Methods of Increasing Sales—Useful Gifts for Use in Household Should be Shoved to the Front.

The hardwareman carries in stock a number of lines which make splendid "leaders" for the Christmas trade. These lines are not only attractive but they have the very necessary qualification of being useful. Cutlery, silverware, brass goods, cut glass are all lines which have a double appeal for Christmas shoppers. They are "trumps" for the hardwareman at this season.

While it is true that people have been aroused to a belief in the wisdom of giving useful gifts, it is not yet possible to carry the idea to extremes. The artistic qualities of an article still appeal very strongly to some and to a certain degree to all. Therefore, an article which combines utility with aesthetic value is bound to be a best seller.

Push Them to the Front.

All of the lines mentioned are best sellers for the Christmas trade and the hardwareman should feature them accordingly. The first essential is to see that they are shown well to the front of the store. Staple hardware lines will not be in heavy demand during the three

weeks immediately preceding Christmas and sales will not suffer if a temporary re-arrangement is made by which some of the regular hardware lines are displaced to make room for the brisk Christmas lines. All show cases and silent salesmen should be used for the display of these goods, and the closer they are put to the front, the better.

This step involves considerable work in the shifting of the stock, but it is found to be well worth the effort. Many hardwaremen, who ran their first really active Christmas campaign last year, are going into it this year with greater confidence and zest than ever before. They found that it paid them beyond their most extravagant expectations. In a number of cases, the rearrangement of the stock at the front of the store was a feature of their last December campaign; and in each case, the same plan is being carried out again this year. It pays to put the best selling lines where the people will see them.

It will be interesting to quote extracts from letters received by Hardware and

Metal from dealers who made strong Christmas campaigns last year.

A Peterboro' firm:—"We had exceptionally large sales. Our business in cutlery and silverware was bigger than ever before."

A Cobalt firm:—"We doubled our Christmas sales."

A Montreal firm:—"We made our first real attempt to get holiday trade. Sales during December were 40 per cent. larger than during December of the previous year."

These extracts are typical of the reports from dealers in all parts of the country. They indicate the possibilities, where energetic and enlightened methods are adopted.

Sales-Making Ideas.

A manufacturer of silverware gives the following suggestions for increasing the sale of Christmas goods:

"Keep your goods well in sight.

"See that they are in good condition. Bright, sparkling goods sell twice as fast as articles which are in the slightest degree tarnished.



A window display of cutlery, cut glass, silverware and brass goods.

"Goods should be kept free of dust. A dust-covered article will not sell. Dust suggests a long sojourn on the shelves. People want to buy absolutely new goods at Christmas.

"Have frequent changes of window displays.

Price cards will be found useful in a great many cases.

"Don't economize too closely on the advertising end. Tell the people what you have in stock."

Brass in Big Demand.

Statistics show that the consumption of brass has increased most remarkably of late years. This is due very largely to the vogue of brass ornaments and art brass goods. The demand is bigger than ever and the coming Christmas season will see a heavy sale of all brass lines.

The cut glass demand will be equally heavy. This line should be featured very carefully, for exposure reduces the fine appearance and makes it more difficult to make sales.

Featuring Useful Lines.

The handling of cutlery, silverware, brass goods, cut glass, etc., does not present very much difficulty from any standpoint. In reality, if given a fair chance they will sell themselves.

More difficulty is experienced when it comes down to featuring lines which incline more to the useful and which are yet excellent lines to feature for the Christmas trade. Take, for instance, the vacuum cleaner. As a labor-saving device it has no peer and there is not one housewife who would not appreciate such a gift to the utmost. Along the same line is the carpet sweeper, which makes a most useful and acceptable gift. Going more fully into the question, one finds innumerable other lines which should be featured for the holiday demand. Fireless cookers, enamelware, aluminum ware, electrical specialties, a few which come to mind at once.

A Household Department.

Why not establish a household department? Set aside a part of the store and use it to show the goods mentioned above.

A useful gift appeals to the common sense of every shopper, but in a great many cases, the idea would not come to the shopper's mind of itself. Suggestion is necessary. The establishment of a department for the express purpose of keeping household lines to the front, would serve to suggest useful gifts to all who entered the store. It would be found extremely useful on that score.

Have the section of the store set aside for household gifts decorated as attractively as possible.

Showcards could be prepared along

the following lines: "A useful gift brings pleasure to the recipient long after the tawdry present has been thrown away;" "A gift for mother.

Something she will use every day;" "This gift will make work easier for your wife. What better function could a gift perform?"

Decorations---Inside the Store and Out

A Plan for an Outside Canopy Which Can be Erected Without Difficulty—The Interior Can be Made Attractive With Touches of Green—A Thorough Housecleaning.

The store will require a brighter tone for the holiday trade. Suitable window displays will serve to brighten up the establishment but some dealers go a step further and introduce decorative schemes for the interior. Green is the color almost exclusively used in decorative schemes.

The following plan for the decoration of the outside of the store could be adopted by hardwaremen. The idea is to build a frame along the front of the store 10 feet wide, supporting it with cross pieces every 6 feet, the cross pieces made of strips of wood 1x2 inches. This frame is suspended from the front of the store and covered with ground pine or Christmas greens of any sort, woven into strips and tied from the outside edge to the upper piece of the frame about 18 inches apart. The result is a festive canopy extending out over the sidewalk.

This frame can be fastened to the wall by means of screw eyes in the wood and castings of the upper part of the show windows, lashing them together with light stove-pipe wire. It is found advisable to cover the ends of the frame with greens so that the canopy presents a solid appearance. The appearance can be further added to by installing small electric globes (preferably colored) at intervals of, say, two feet.

Interior Decorations.

The decorating of the interior does not present any difficulties. Streamers across the ceiling are found an effective method of giving a Christmas-like air to the store. Holly and evergreen lend the necessary touch of color.

THE LONG GREEN.

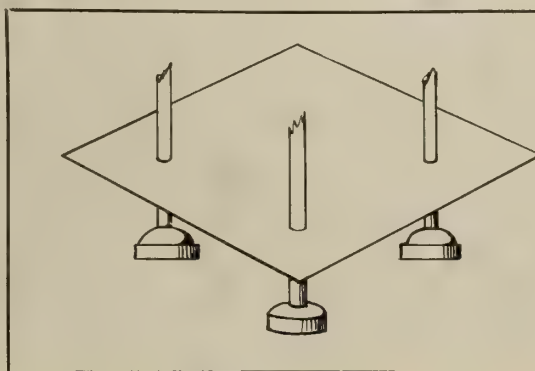
The Coldwell Lawn Mower Co. of Newburgh, N.Y., have published their November number of "The Long Green." In it special emphasis is placed on a brand new feature in lawn mowers which they are now in a position to lay before the trade. The new feature is called Coldwell's demountable cutter device and is adapted both to horse and putting green mowers. The device is described at length and many excellent illustrations are given to explain it and make clear its many advantages.

A MOVING DEVICE.

A motion device serves to give an original effect in many cases. Of course, the idea of motion in connection with window displays is not new by any means. It has been tried with the best results in practically all kinds of windows.

The accompanying plan shows how three moving pedestals can be placed in the window. These pedestals will carry objects of heavy weight and original effects can be secured in this way.

The motion is supplied by the simplest of devices. The pedestals run through holes in the floor and are operated by clock work. Even when heavy articles are turned, the mechanism has been found to work smoothly and regularly.



A device for operating moving objects in a show window. This shows the pedestals running through floor of window to cellar, where they are operated by clock-work. A most effective device.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg - 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

PARCELS POST AGAIN.

The intimation has been received direct from the Postmaster-General that Parcels Post legislation is pending. The Government will wait until the "Bourne Act" has been in effect in the United States long enough to render possible the passing of judgment on its feasibility or otherwise. If it is found not wanting, similar legislation will be enacted in this country. If it proves impracticable, a measure along different lines will be drawn up for Canada. Such at least is our interpretation of the remarks passed by the Postmaster-General.

The retail body as a whole is so familiar with what such a measure would mean that it would be superfluous to point out the danger of the situation. All that can be said is that the time to fight the proposal is NOW. If opposition is brought to bear at once, and is kept up actively and continuously, the Government will come to see the inadvisability of proceeding further. It is easier to check this movement at its inception than when it has been carried further and gained weight from its own momentum.

ATTEND TO COLLECTIONS.

Money is becoming scarce and builders are offering the loan companies as high as 7 per cent. in Ontario and Quebec centres. This is the highest rate for mortgages that has been reached in Eastern Canada for many years. In the West, 8 per cent., and in some cases, as high as 10 per cent., is paid for real estate loans.

This condition is due to the rapid growth of this country, necessitating more building of stores, warehouses, factories and offices, the erection of dwelling houses to take care of the increased population and for people who, having made money, are housing themselves more luxuriously.

Scarcity of money is due, at the moment, to the troubles in Europe. The moment these are over money should become plentiful again, but as we have said, it is very hard to-day to get it at 7 per cent., on the best loans. It may reach a more acute position. This, however, should not affect wholesale and retail merchants. Business is excellent, money is plentiful among the consumers, therefore the wise merchant should devote much attention to

the collection of all moneys due him; all overdue debts anywhere in Canada should be pressed hard for collection. Our readers who act on this advice will find themselves in a much better position than those who do not.

WORKING WINDOWS OVERTIME.

The strenuous Christmas days are approaching. Another month and all the present buying will be over. Into that month much more than a month's work must be crowded. The days will be hard, but they will be the kind of days that every merchant and every enthusiastic clerk likes. Nothing, after all, makes the honest worker feel so good as working hard.

But, if the best results are to be secured, the whole store must work hard as well as the manager and the clerks. This is no time for the art of display to be overlooked. A general Christmas window is not going to bring the best results. What is needed now is quick change, both in the windows and in the interior arrangement.

The Christmas season is a special season. Shoppers are down town day after day. If they see the same display always they will be inclined to lose interest. If, on the other hand, there is a change they will pause to investigate. In that investigation they are likely to see something which appeals. They will enter the store, and seeing new things inside will be tempted to buy quite largely.

As has been said the Christmas season is a busy one. True all are hard at it inside the store, yet time should be given to the windows. A plan which one dealer adopted, and which appears a wise one, was to arrange one general Christmas window. This was made as artistic and as seasonable as possible. The window opposite was given over to attractive, though less complicated, trims. It was changed every other day, new lines being emphasized. The two trims worked hand in hand and many were attracted to the store.

FEWER FAILURES IN CANADA.

The prosperity of Canada is demonstrated in no way more conclusively than by the decrease in the number of failures. The records show that during the month of October there were 106 failures in Canada, the total liabilities running up to \$1,480,949. During October, 1911, there were 119 failures with a liability record of \$1,762,457. During October, 1910, there were 130 failures and in the corresponding month of 1909 the number was 150.

The same ratio is borne out in regard to retail failures. In October of the present year, there were 79 failures with a liability total of \$759,354. October last year saw 90 failures with a liability record of \$845,644. In 1910 the number of failures was 90 and in 1909, 117.

It will thus be seen that the number of failures has been shrinking very appreciably each year. That this is due to the good times prevailing cannot for a moment be doubted. One cannot help feeling, however, that some share of the credit is due to the gradual improvement being brought about in methods of business management. Credits are being more closely supervised and a more general knowledge of the fundamental principles of sound financing is being spread. So long as it is possible for rash and inexperienced men to venture into the realms of business, failures will occur with more or less regularity but, with the increase of efficiency, the number of failures, due to other causes than inexperience or hard times, will continue to dwindle.

THE FOLLY OF SECRECY.

More and more business is being done in the open. There was a time when advertisements were written in the form of a thrilling story, ending with the statement that someone's life was saved by prompt application of such and such a remedy—to be secured at Blank's store. Such advertisements are now almost obsolete, and therein is cause for thanksgiving. New advertisements are straightforward statements about straightforward goods. They tell people what may be secured, and by speaking of quality and price lead to purchases.

This same policy should certainly be followed out in show window advertising at this season. In an eastern city, this week, a fine display of abrasives was arranged. Posters illustrating the uses of the goods were shown. The goods themselves were there, but not in the entire window was a word said about price. Now there are stores such as Tiffany's, where any parading of prices is considered bad form, and an offence to buyers; but few Canadians belong to that ultra rich type. People here, who are buying in hardware stores, like to know what a thing will cost. The absence of price cards from windows, therefore, loses sales.

There is still a feeling among some merchants that price cards may scare people away. They appear to believe that when prices are omitted the one attracted by the article will enter the store to learn the price, and will then be loath to leave without buying. Such is not the case. Far more people will be afraid to enter because of the secrecy regarding the price. Those who do enter will certainly be bold enough to leave if not satisfied.

Plain truth is the thing, and truth requires a mention of prices. Especially at this season, when many are anxious to make purchases fit a limited purse, the cards should be prominently shown in the window.

**CEMENT IMPORTATIONS.**

Figures published in this issue with reference to cement importations show that there was an increase in importation during the period that the duty was reduced this summer. One fact brought out has some significance. The total importations during the period was less than a million barrels, while the consumption of cement in Canada for the year will run over eight million. The amount imported is, after all, a small factor in the trade in Canada. That the American companies took advantage of the decrease was shown by the fact that the price paid for imported cement in Western Canada was on an average ten cents more than last year.

**POINTED EDITORIALS.**

And after the Christmas rush there comes—stock-taking.

* * *

By way of being original—"Only thirty-one more days."

* * *

Whatever you are going to do to draw Christmas trade, "Do it now."

* * *

Remember your show windows and the people will remember you.

* * *

These near-winter days everything is going up but the thermometer.

The Pig-Iron Situation

WHAT of the future of metals? There is room for speculation here. At the present time most metals are very scarce. Consumption is increasing by leaps and bounds but the sources of supply do not show signs of increasing. Will the time come when man will either have to limit his activities or find substitutes for some of the more commonly used metals?

In this connection, it is interesting to quote from an article on the pig-iron market which appeared in a recent issue of the Ironmonger:

"The market position is one of almost unparalleled strength. In all branches of industry the manufacturers are taking up metal as fast as it can be run from the furnaces; the makers' yards are swept bare of supplies, and the only surplus available for immediate delivery is some 250,000 tons lying in the warrant warehouses. When it is remembered that there are no stocks on the Continent of Europe or in America, the conclusion is unavoidable that for those whose commitments are not fully covered the situation is full of danger. The world's visible supply of pig iron now is a mere matter of a quarter of a million tons—barely two days' consumption—and the foreign demand for British pig iron, to which the diminution of our stocks is mainly due, has been exceedingly large throughout the year. The shipments to oversea ports from the Tees for the ten months from January to October surpassed those of last year by over 100,000 tons. Many good judges in the trade are beginning to grow a little apprehensive of the course of events in the United States. It is universally reported that that country holds no stocks of pig iron, that it is becoming increasingly difficult there to obtain raw material, that the American furnace output has pretty well reached its limit since the supply of coke cannot be increased, and that many American consumers have not yet fully provided for their present needs. Indeed, it is said that a shortage of available material may easily accrue during the next few weeks. Should this anticipation be realized, and should it become necessary for American buyers to have recourse to oversea markets, Cleveland would feel the brunt of that demand. Hitherto no actual business appears to have been concluded for shipment to America either in foundry or forge iron, but there have been some large inquiries, particularly for forge qualities, of which there is especial dearth in the United States. It may be taken for granted, however, that it is impossible to purchase any important quantity of forge iron in this country, the stocks being exhausted and consumption having to depend upon the day-to-day output, while the only available supply of foundry material is that against which warrants are already issued."



The wonderful Christmas dinner requires cooking utensils—keep these in view.

Sheet Metal Firms Consolidate

The Metal Shingle & Siding Co. and A. B. Ormsby Co. Join Forces in Million-and-Half-Dollar Consolidation—Will Make Important New Lines—Plants to be Established in Many Canadian Cities.

One of the most important developments of the year in the hardware and metal trades was announced this week upon the completion of arrangements for consolidating the Metal Shingle & Siding Co. and A. B. Ormsby Co., together with the Canadian interests of the U. S. Metal Products Co. of New York.

The Metal Shingle & Siding Co. are familiarly known to the trade in all parts of Canada as being manufacturers of herringbone lath, metal roofings, sidings, ceilings, portable steel garages, steel buildings and other lines of sheet metal building goods.

A. B. Ormsby Co. have specialized in the manufacture of fireproof doors and windows, kalamined doors and trim, for interior finish, skylights, ventilators, factory sash, etc.

The U. S. Metal Products Co. are among the largest manufacturers in the United States of sheet steel fireproofing materials and control many Canadian patents covering revolving doors, solid steel and hollow metal doors and trim—hollow bronze and bronze covered doors—and kindred lines, and their products may be seen in such buildings as the Vanderbilt Hotel, Metropolitan Tower, Woolworth Building, New York Municipal Buildings and many other of the prominent buildings in the United States.

The consolidation will comprise the plants located at Montreal, Preston, Toronto, Winnipeg and Saskatoon.

A new charter has been secured for increasing the capitalization of the business, and the consolidation will facilitate the addition of new departments to the business.

To Erect Large New Plant.

One of the most important developments which the new company has in view is the erection of a large new plant for the manufacture of solid steel doors and trim, hollow bronze and bronze covered doors, revolving doors, industrial sash and other high grade materials.

Some important contracts of this class of work have had to be placed in the United States during recent years for the reason that there has been no plant in Canada large enough to turn out the material required. It is therefore planned to make this new plant the most complete of its kind in Canada and it will start off with some large contracts which have already been secured.

The directors of the new company will be C. Dolph, Preston; A. B. Ormsby, Toronto; A. K. Cameron, Montreal; H. C. Randall, New York, and J. D. Murdoch, Simeoe.

The President of Consolidation.

C. Dolph, the president of the consolidated companies, secured his early business training with Clare Bros., stove manufacturers, Preston, Ont. About fifteen years ago he organized the Metal Shingle & Siding Co. when the sheet metal industry was a small thing indeed compared with its present proportions. The factory at Preston commenced operations with a staff of four men, but under Mr. Dolph's management grew very rapidly until the Metal Shingle & Siding Co., with its plants at Preston, Montreal and Saskatoon, became recognized as one of the leading companies manufacturing sheet metal building goods in Canada.

Although Mr. Dolph has had more than twenty-five years business experience he is still a young man, with all his original energy. His business friends recognize in him a man in whom ambition and patience are combined in an unusual degree. By hard work and courage which has surmounted every obstacle, he has won his way into the front rank of Canadian manufacturers.

Under his direction it is easy to pre-

dict a period of growth and expansion for the consolidated companies.

Montreal Plant in Good Hands.

A. K. Cameron joined the sales staff of the Metal Shingle & Siding Co. in 1904 and showed such marked ability that when the company decided to open a new factory in Montreal Mr. Cameron was appointed to manage it.

This was six years ago and the wisdom of the selection of Mr. Cameron as Montreal manager has been shown in the expansion of the firm's business.

Mr. Cameron has always enjoyed the confidence of the management of the company and his counsel and advice has materially assisted in the success of the business, and as a director of the new company he will be given ample scope for his energy and ability.

Twenty-five Years' Experience.

A. B. Ormsby is one of the best known men among the architectural sheet metal workers in Canada. Twenty-five years ago, Mr. Ormsby established his business for the manufacture of fireproof doors and windows. He was the pioneer of this industry in Canada and the A. B. Ormsby Co. under his guidance has fulfilled many of the most important contracts let in Canada for the manufacture and installation of fireproof doors and windows, kalamined doors and other sheet metal fireproof materials.



C. Dolph, president of the consolidated companies.



A. K. Cameron

Specialize on Expanded Metal.

The Montreal branch of the consolidated companies will specialize on expanded metal, structural steel metal work, metal windows, steel ceiling work, skylights and kindred lines. It will be under the direct charge of A. K. Cameron, who has managed the Montreal end of the business since it was established in 1906.

The Toronto plant, which will be under the management of A. B. Ormsby, will thus have the advantage of his long experience in the fireproof door and window business. With the increased facilities which are being planned for the Toronto factory, this plant will be in a position to furnish promptly all of the lines formerly manufactured as well as new ones.

The head office of the company will continue to be in Preston and the factory at that point will be under the management of Mr. Dolph, the president of the company. At this plant the firm's well-established line of metal shingles, sidings, corrugated sheets, etc., will be produced. The enlargement of the Preston plant for the manufacture of several new lines will be proceeded with in the near future.

The Western Branches.

The Winnipeg branch will be in charge of C. Bordman and will continue present lines, such as fireproof doors and windows, metal cornices, skylights, etc.

In joint charge of the Saskatoon branch will be Messrs. Charleboise and Moser. It will manufacture cornices, skylights, steel granaries, roofing, sidings and similar lines, and will also act as distributing agents for the company's other lines.

Selling agencies will be established in all the important cities in the Dominion.

The new company is fortunate in having associated with it the United States Metal Products Co. of New York, a company which is the largest in the United States manufacturing revolving doors, solid steel and hollow metal doors and trim, hollow bronze and bronze covered doors, factory sash and kindred lines. This company will equip the Canadian factory with an up-to-date plant for the manufacture of the above lines and will furnish competent engineers and estimators to secure business; thus giving the Canadian company the benefit of the experimental work which they have for years carried on. They will also lend the new company their co-operation in every way possible to develop the Canadian field.

More definite announcement regarding developments to be carried out by the new company will be made within the next few weeks.

Government Considers Parcel Post

Postmaster-General Announces That Legislation is Pending—In the Meantime the Results of the Measure Introduced in the United States Will be Watched Closely.

Ottawa, Nov. 18. — That the government will follow with keenest interest the operation of the new parcels post law in the United States with a view to the prompt expansion and wide extension of the system in Canada was stated this morning by Postmaster-General Pelletier.

The "Bourne bill," which passed the U. S. Congress at the last session, brings into effect on Jan. 1, a parcels post system. The charges are regulated by distance, the country for this purpose being divided into eight zones or districts, the weight limit is increased from four pounds to 11 pounds, and special provisions are made for the transportation and insurance of live fowl, fresh eggs and other farm products.

The rates rise from 5 cents a pound with one cent for each additional pound in cities and suburbs to a maximum rate of 12 cents a pound for all distances exceeding 1,800 miles, including the Philippine Islands. The zones are so regulated as to make the carriage by post considerably cheaper than the rates now charged by the express companies and make possible direct shipment by farmers, dairymen, and market gardeners to their customers in nearby towns and cities.

Conditions Similar.

Mr. Pelletier stated to-day that the department would follow with the closest attention the progress of this first great experiment by the United States with parcel post, as the conditions in the United States were more analogous to Canadian conditions than those which obtained in the mother country. The Bourne bill has been sharply criticized in the United States, and the Dominion Government is naturally anxious to observe its practical workings before framing the details of its own policy of parcel post extension.

In this connection it may be stated that the department may detail an official to visit various points in the United States for the purpose of observing the administration of the new parcels post regulations after Jan. 1.

May Send Investigator.

"That will be a matter for the deputy postmaster-general," Mr. Pelletier observed this morning. "We want to learn the facts thoroughly, and if sending officers to the United States for an inspection tour will aid us, that will certainly

be done. If the new law proves to be a success in the United States, we will not be slow to profit by the example. At this very moment Dr. Coulter has under consideration the anomaly by which our domestic rates for parcel post are higher in Canada than are the rates for like service between Canada and the United Kingdom."

**Hardware Letter Box****Crain Register.**

W. Bourque, East Sherbrooke, Que.—"Can you inform me who makes the Crain Credit Register?"

Rolla L. Crain Co., Ltd., manufacturers of loose leaf ledgers and office fittings, Ottawa, Ont.—Editor.

Shingling Hatchets.

Jas. Simmonds Mfg. Co., Dartmouth, N.S.—"Kindly advise who manufactures shingling hatchets."

Robt. Sorby & Sons, (Canadian Representative, Geo. H. Saywell, 61-63 Albert St., Winnipeg), also manufacture this line in addition to those mentioned in previous issue.—Editor.

Fire Extinguishers.

Chas. R. McKeen, Frobisher, Sask.—"Kindly give names of manufacturers of fire extinguishers."

J. R. E. Winters & Co., 2 Continental Life Bldg., Toronto; The Valor Co., Birmingham, Eng.; Geo. H. Saywell, 61 Albert St., Winnipeg, Canadian representative; Booth Coulter Copper and Brass Co., Sumach St., Toronto; The Citex Fire Extinguisher Co., London, Eng.—Editor.

Soda Fountain Fixtures.

Chas. R. McKeen, Frobisher, Sask.—"Kindly give me names of firms handling soda fountain and confectionery store fixtures, including marble top tables, counters, etc."

J. J. McLaughlin Ltd., 145 Sherbourne St., Toronto.—Editor.

Minnehaha Washer.

Moore Bros., Uxbridge, Ont.—"Kindly inform us where we can get repairs for the Minnehaha Washer, made in Minneapolis, Minn."

This washer was made by the International Stock Food Co., but has since been discontinued. They inform us that it is impossible to procure castings for them.—Editor.

Complete Course of Sheet Metal Work

By L. W. KOSER

In problem 2, plate 30, we illustrated a Transition piece going from a round at the bottom to a square at the top (the opposite to problem 1). The square top is also set off to one side of the centre.

It could be set in the centre and the process would be the same, but by setting it off to one side it better prepares the student for meeting and overcoming this class of work.

A perpendicular view of the article is shown at Fig. 1-A.

Let us first draw the plan, Fig. 1, by drawing the circle or bottom the desired width of diameter, say about 4 inches, for practice.

Then we will draw the square wherever we want it located, but in order to

follow the explanation of the problem it is better that we locate it as near as possible as shown by the plan.

Now let us draw the elevation as follows:—

Directly over the plan and some distance above it draw the line U-V equal to the diameter of the plan.

Then we will draw the line K-Y the desired height representing the top of the transition piece and directly over the square on the plan. Then we draw the lines U-X and Y-V thus completing the Elevation, Fig. 2.

Now let us divide the circumference of the plan, Fig. 1, into any number of equal spaces, say 8, as in this case.

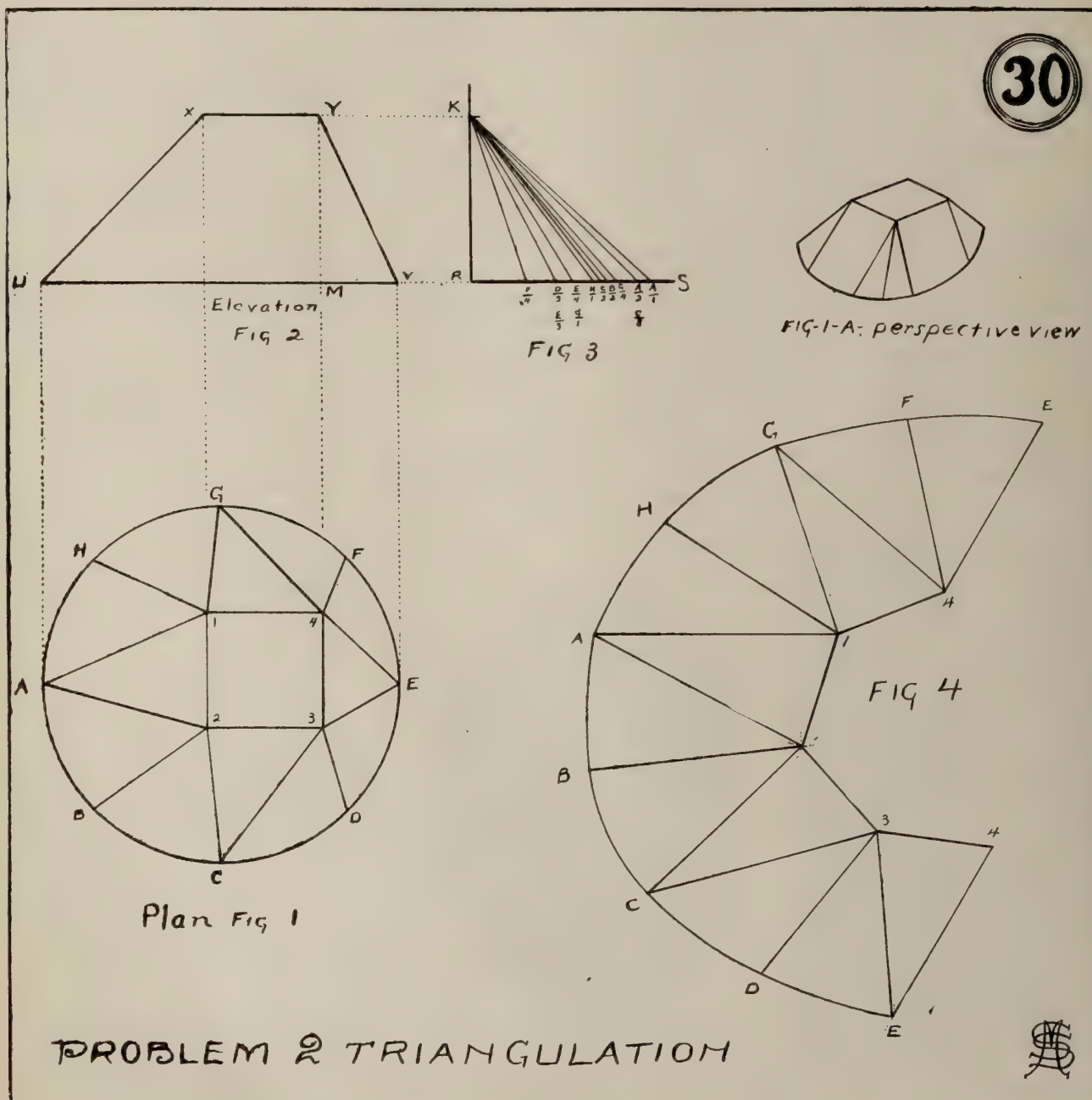
Then number each of the corners of the square as 1, 2, 3, 4, as shown.

Now draw lines from each of the corners to the points on the circumference nearest to them. These are the base lines for our triangles.

Now extend the line U-V as shown by R-S and erect a perpendicular line from R making the distance R-K equal to Y-H.

Now lay off on the line R-S from R each of the base lines shown on the plan, for instance, lay off the line A-1 from R and mark it A. Draw a line from A-1 to K which gives the true length of the line A-1 of the plan.

Now lay off A-2, B-2, C-2, C-3, etc., as shown and draw lines to K.



It will be noticed that where two or more Base Lines are the same that we simply place the extra number or numbers under same.

The Students' Diagram of Triangles, however, may be a little difficult to the one shown here; for instance, lines A-2 and C-3 may not be the same in that case; he would simply draw another line to the point where C-3 came.

Having now drawn our plan which gives us the distance around the bottom and top and having our diagram of triangles giving us the true width of the side of the pattern at the different points we proceed to develop the pattern as explained.

For Problem 1, viz: we first draw a line A-1, Fig. 4, making it equal to A-K, Fig. 3.

Then set the compass to A-3-K, Fig. 3, and with A, Fig. 4, as centre, swing an arc about the distance from 1 as 1-2 appears to be on the plan.

Then with the compass set to 1-2 of the plan and with 1, Fig. 4, as centre, cut the arc, thereby locating point 2.

Then with B-2-K as radius and 2, Fig. 4, as centre, swing an arc at about the place where B would come.

Then with A-B of the plan as radius and A, Fig. 4, as centre, cut the arc locating the point B. Also with the same radius and B as centre, swing around to about where C would come.

Then with C-2-K as radius and 2, Fig. 4, as centre, cut this arc locating C.

Then with C-3-K as radius and C as centre, swing an arc near where point 3 should be and with 2-3 of the plan as radius and 2, Fig. 4, as centre, cut the arc locating 3.

Continue this until the pattern is finished.



SMELTING CANADIAN ORES

Ottawa.—The Mines Department will shortly present its report on the experiments conducted at its 100-ton furnace at the "Soo" in the electric smelting of Canadian ores. The report will state that electric smelting of such ores is a practical commercial possibility. There are large iron deposits in Ottawa which have not been exploited because of the lack of coal and the report is consequently considered of immense importance.

Few men fail to rebel at times at the irksomeness of the tasks they have to do, and the necessity laid upon them to do just about so much every day before they can go to bed, says an exchange. And yet every man who tries it knows that if he lets up a little, his capacity for work seems to diminish, and, with the capa-

city, some of his ability for doing good work. It is a commonplace that the men who are busiest can always do a little more. And the more they do, in most cases, the better the average quality of their work seems to be. The new task which is taken on serves as a mental stimulus which affects all the other things the man is doing. Men, therefore, have reason to be thankful for the grind, and to be distrustful of the voice which bids them take things easy. For the grind is a man's friend, to bring out of him a steady flow of the best things that are in his heart and brain.

Catalogues and Booklets

The James Smart Mfg. Co., of Brockville, have recently sent out to the trade a small booklet called "Achievements in Modern Heating and Ventilating." The booklet deals directly with the Kelsey system of heating. Special attention is called to the advantages of the Kelsey system from a sanitary standpoint.

The booklet is gotten up in very attractive form. Cuts are numerous, of very high quality and go directly towards illustrating the points brought out in the print. Altogether it makes a very complete little booklet.

Revised Price List.

The Page Wire Fence Co., of Walkerville, Ont., have recently issued a revised catalogue and price list dealing with their complete lines of wire cloth in iron, brass and copper. The catalog contains illustrations and states the varied uses of many different grades of cloth including sand screen grade, foundry grade, coal screen grade, crimped wire guards, window and door screen cloth, locomotive spark netting and lawn fencing. The catalogue is well printed and gives clear and concise information.

Wanted—a Name.

The Richards-Wilcox Mfg. Co., of Aurora, Ill., intend publishing a monthly house organ or magazine beginning with January, 1913. A suitable name must be had for this magazine. As a special inducement the firm are offering \$25 to the man who makes the best suggestion. The contest is open to hardware dealers, clerks, architects, and contractors only. All suggestions must be in before December 1.

Leaks In The Hardware Store

Written for Hardware and Metal by
J. Richardson.

The use of new tools by careless clerks has always been a source of worry and loss to most hardware men. Whenever a clerk needs a tool a new one is sometimes taken from the shelves and, when the work is completed, the tool is returned in a grimy, unsaleable condition. After a time, the stock of tools assumes an untidy, second-hand appearance and must necessarily be sold at a discount or loss.

Hardware men lose money every day by tools being loaned and never returned. When putting up stoves, ranges, etc., thoughtless workmen often forget their tools, the loss of which is rarely discovered by the hardwareman.

For years a northern hardware man worried over this matter, but seemed unable to check this loss until he hit upon the following plan:

He made up a kit of tools, embracing every tool necessary for work around the store. He then took stock of these tools and had a special drawer set aside to hold them. Then he painted the handle of each tool with a conspicuous pea-green enamel.

The clerks were warned not to use any tools other than those painted and set aside for store use. The clerks were made responsible for these tools and on Saturday evening, when stock was taken every tool had to be produced or accounted for. No new tool was issued or painted until the old one was produced and shown unfit for use.

It was found that with this simple system in use, all tools on the shelves were new and could always be sold for full price. Because of this peculiar method of decoration, tools loaned or lost could be identified and claimed anywhere or at any time.

This system can easily be extended to cover oil cans, measures, funnels, etc., used in delivering oils.

In this case, the delivery man is given a certain number of painted cans, etc., and is made responsible for their return.

This system will eliminate the losses due to loaned tools not being returned; used tools not being saleable; oil cans delivered and not charged. This system keeps your stock of tools in a neat, saleable condition. It has saved hundreds of dollars for other hardware men. It will save money for you. Better try it NOW!

Progressive Hardware Retailing

Starting the Christmas Trade Early—Peterboro' Firm Have Been Featuring Oil Heaters—Some Practical Advertising Hints.

MAKING TRAP SALES.

New Lisheard.—The Geo. Taylor Hardware Co. are making an effort to boost the sale of traps. In their last advertisement, they said:—

"A shortage of ten million furs is reported, and the results are the prices of furs are going up by leaps and bounds.

"Now Mr. Trapper, you know that in order to make the trapping business a success, you must have the best traps that money can buy.

"We have just received a large shipment of Traps, and we are now in a position to give you right prices. We have the traps you are looking for, Mr. Trapper."

TRADE STARTS EARLY.

St. John, N.B.—Local hardware merchants are well pleased with the manner in which holiday goods have started to move. Speaking to your correspondent yesterday, a local dealer spoke with satisfaction of the increased orders being received from outside the city in comparison with other years, and also of the noticeable and appreciative difference in the moving of Christmas wares among the local trade. "While of course, the sales are not anything like what they will be a month or even a fortnight hence," he said, "it is a mighty good omen to see that interest is being evinced by customers in the lines advanced in the show rooms for the holiday business. We fully expect to see the buying of presents carried on much earlier this year, and we are going to promote the idea as much as possible. I see that already the press has started to help things along. Many customers, which is natural, are only dropping in to look over the showing of what Christmas goods we have, and that in itself is a sign of encouragement. There's going to be more goods sold amongst the hardware trade in St. John this year than ever before, and they're going to be bought much earlier, too."

All the stores are busy shipping holiday orders and the general run of fall deliveries before the close of navigation on the river, and orders from the sections therein affected, have been most pleasing. Framers, sleds, skates, hockey sticks, snowshoes, etc., are included in the de-

liveries, but the merchants would like to see a change in the weather, before this factor of the trade is started keenly on the move. For the most part, the demand is brisk on fall lines, mostly with household effects but the wholesale orders contain many of the above items.

ARE PUSHING HOLIDAY LINES.

Peterboro, Ont. — With the first of December, the Peterboro Hardware Co., begin to push goods that should sell for Xmas gifts. They have made a specialty of silverware for some years now and by giving proper display space and advertising to it have worked up a big business in it. Of course a big feature is made of this line prior to the festive season.

During the whole year a good deal of display space right at the front of the store is devoted to silverware. At most times, three or four silent salesmen are used for the purpose, while an outstanding display fixture is a large display case situated right in the centre of the store near the front. It is an enormous one, about 18 feet long, five feet wide and five feet high. It has three shelves inside, which show goods up to customers on either side. This case alone shows an enormous amount of silverware, but before Xmas, tools are cleared out of several silent salesmen, and eight of them in addition are used to show silverware and other fancy lines which are carried and which sell at this season.

The store have specialized on silverware, because they regard it possible for a good trade in it to be created by the hardware store. Besides giving a good large profit, it brightens up the store, lending itself readily to good displays.

PUSHING OIL HEATERS.

Peterboro, Ont.—The Peterboro Hardware Co., Ltd., have been going strongly after trade in oil heaters this fall, realizing that there are many homes that should find them a serviceable article, particularly at this season of the year when the full heating apparatus in many houses is not in full swing and some of the rooms need something additional to keep them warm. Not only

are they required just now, but an argument in selling them is that they are needed for certain purposes during the whole winter, and again in the spring of the year. They have used a strong selling combination in promoting sales—advertising, personal talks and the window.

In their advertising space in the local papers, they have grouped the arguments in favor of their smokeless oil heater so that they may be readily grasped by the reader. The chief points are given under four heads as follows:—

Efficient. — Will heat a good-sized room even in the coldest weather.

Economical.—Burns nine hours steady on one gallon of coal oil.

Ornamental.—Nickel trimmings. Plain steel drums nicely finished.

Portable.—Easily carried from room to room; weighs only eleven pounds; handle doesn't get hot.

Other features in its favor given are: "Doesn't smoke, doesn't leak, easily cleaned and rewicked, inexpensive, lasts for years." A cut of the stove is used in the advertisement and the price is quoted.

The window is also used to some extent in the attempt to create interest in this stove. Last week along with other lines of interest to the housewife shown in the window was one of these stoves with the following show card, "You will need one this winter—a blue flame smokeless coal oil stove — once used always used—no trouble to demonstrate."

The advertisement and the window were both used with the idea of creating such interest in that article as to bring customers into the store. Then personal salesmanship was brought into play in order to make sales. This firm recognize that if you can get a customer to the point of inspecting an article, you are close to making a sale—or at least you then have the opportunity of convincing the customer why they need that particular line. That is one reason why the phrase "No trouble to demonstrate," was added to the show card used in the window.

Weekly Market Reports---Stoves

BIGGEST RUSH ON.

Manufacturers are rushing out shipments which must be made before the close of navigation, and this has created a situation of unparalleled activity. The demand is so heavy that the manufacturers cannot begin to meet it just at present. Stocks are low and the demand continues unabated.

It is predicted in some quarters that furnaces may be advanced in price.

MONTREAL.

Montreal, Nov. 21.—The fall rush continues. A week or two more at most and navigation will close entirely. Indeed, unless an extension is granted, marine insurance will run out in a very few days. Therefore, all the shipping by boat which is to be done, must be done immediately.

As has been said before, a great many orders from the lower townships call for boat delivery. So many have come in that shipment immediately was impossible, so this week finds the manufacturers rushing to get off the supplies which are required.

Retailers have been feeling a huge demand, and are now selling stoves largely. Those who placed their orders in good time have not been short of stock the season through. The word from these men is that the trade has been splendid. Others, who were deliberate making their wants known, have suffered in consequence.

No price changes have been made during the week, but a change is now looked upon as likely. It is highly probable that furnaces will be set upon a higher level before many days have passed. There is just a possibility that the upward movement may come before this week is finished.

There is, of course, only one explanation of this probable advance—or only one great explanation. Metal is high. Iron continues to rise. The natural result is that the cost of making furnaces is greater, and the rational consequence that more shall be charged for these.

The demand for furnaces is still large, and is likely to continue large, owing to the great amount of building.

Ranges Still Moving.

Ranges and Heaters.—The demand for ranges is steady, and comes from all parts of the country. Evidently retailers are still selling cookers in large numbers.

For heaters the demand is also great, but it is especially large from the lower townships. Dealers are prepared for a good trade. Evidently, however, the realization has been greater than their sanguine expectations. Their supply has been exhausted.

Coal Oil Heaters.—There is yet a call for these, and it is likely that there will be the year through, but the big rush is over.

Year Round Demand.

Gas Stoves.—The business in this line is remarkable. Of course it is confined almost entirely to the city, but here a large number of models are being sold. They are going into new houses, and into new apartments. While the building boom continues the call for this line of stoves will be well high year-round in the cities.

Radiators.—Still the call is heavy and the supply, of some lines, inadequate. The manufacturers, however, are catching up a little.

For sheets, stove pipe, and tin ware there is still a heavy call. Prices have not been changed.

TORONTO.

Toronto, Nov. 20.—Still another week shows no slackening in business which stove and furnace men are doing. With the fear that cold weather may set in at any time more urgent orders are sent in. Dealers are beginning to press harder than ever for shipments. Wholesalers find it just as difficult to get in supplies as to fill their orders, and when supplies do come there is a great rush. One manufacturer expressed business conditions thus:—"As for supplies we haven't any. We're behind with furnaces, behind with stoves and ranges. There's scarcely a base burner in the place. Of course we are manufacturing them all the time, and manage to struggle along in some way or other, but we can't keep up with the very great demand."

Furnaces.—There seems to be no dropping off whatever in the demand for furnaces. To a very great extent demand is local, but even at that it is in advance of local supply. "Orders for furnaces are worrying us more than all others," was the way one manufacturer put it.

With long continued mild weather people have kept putting off placing their orders with the retail dealer. And now that cold weather may be expected at any time, these people are pressing hard for their furnaces. Retail dealers are on their part urging the manufacturers for

shipments, so that the weight finally comes on the manufacturer who at present is not able to keep up with the demand.

During the past week one man was so anxious to have a furnace installed in his house that he offered to take a larger size of furnace than necessary, and pay the advanced price.

Ranges.—The demand for cooking stoves and ranges which usually tends to fall off after the middle of November, has this year shown little sign of slackening. Open weather is said to be the cause of keeping up the demand in this line also.

Retail dealers throughout the country report business as being exceptionally good. Many are planning to make of the first cold day a record day in the stove trade.

Heaters.—The great rush for heaters still keeps well up. This week shows slight signs of it abating but heaters are still moving very freely. Supplies both in stoves and heaters are fairly good and enable dealers to fill orders in fairly reasonable time. Demand is as yet by no means so reduced that prompt shipments may be made.

Gas Stoves. —Locally gas stoves are very active. Many new apartment houses and private residences are now nearing completion, and in these gas ranges are being installed. Thus the demand has been kept up even greater than in former years at this season.

WINNIPEG.

Winnipeg, Nov. 18. — "The rush is about over for the year now," said the manager of a big eastern manufacturer to your correspondent yesterday. "Of course there is always something doing in stoves but the annual fall movement may be said to be a thing of the past. The season has been a good one, the volume of business has exceeded that of previous years. As long as we can say that there should be no cause to complain.

"Of course in the city the ordinary lines of stoves and ranges have competitors even in small households. In the country, though, the stove is king and likely to be for long to come."

There is a good steady demand for gas cooking and heating appliances, electric apparatus is also growing in favor and has no doubt a great future both in the city and in many western towns where cheap power can be developed.

Weekly Market Report --- Metals

METAL NOTES.

A number of price changes have taken place during the past week. Briefly they are as follows:

Copper has been reduced 25c. in Montreal.

Tin is slightly weaker.

Iron and steel products have advanced.

Lead markets are a little stronger.

MONTREAL.

Montreal, Nov. 21.—The week has brought one or two changes in price, notably that in copper, which has been dropped locally a little. On the other hand there has been an upward tendency noted in steel and in some iron products. The rest of the market is rather quiet.

Generally business is reported to be exceedingly good. Orders are large, and fortunately the supply is on hand to enable prompt delivery in almost every line. Sheets are rather scarce. This is the one line where shipments are rather behind.

Tin a Little Weak.

Tin.—On the primary market a weakening tendency has been noted, though this has not been at all serious. Reasons for the falling off have not been hard to find. There have been large shipments from the East Indies, and at the end of this month comes the Banca sale which makes a considerable decline seem reasonable. No immediate drop or advance seems likely; but then, with this metal, the unexpected has come to be almost the expected.

Locally the prices remain steady at \$56.00. Orders are good and the supply is sufficient.

Copper.—From Europe have come reports of a great demand, yet despite this the market has tended to decline. That this should be so is a little strange, but it would appear that the reported business has been exaggerated.

Copper Down 25 Cents.

Locally there has come a slight drop. Copper has been quoted at \$19.50. It has now been put a little lower, the figure generally asked being \$19.25. Orders are quite satisfactory.

Lead.—This market seems a little stronger, though as far as the local market is concerned there is no change in quotations. Competition in the States is still making things interesting there, though the desire evidently is to maintain prices.

Spelter.—Here conditions are much as they have been for the past month or more. The demand locally is good.

Several Advances Here.

Iron.—Perhaps this is the most active of all the markets. Sheets, as have been said, are rather scarce. The metal is generally high, and because of this advances in such lines as boilers are considered quite possible. In a few iron products advances have been made, though none of these are very great. Iron pipe has been put upon a higher level, the discount having been lowered approximately one per cent. In steel lines too, there has come a change, several other classes having been raised 5 cents, as is noted in detail in the hardware market.

TORONTO.

Toronto, Nov. 21.—Demand for all lines of metals keeps very active. Many dealers have orders booked well up to the end of 1913, and in some lines no delivery can be given on orders booked now until the last quarter of next year. While some merchants are booking orders now through fear of metals going higher, others are holding back on account of it being impossible to give definite date for delivery. Business keeps very brisk, and a very general feeling of optimism prevails amongst metal dealers.

Tin.—The demand for tin still keeps very active and a large amount of business is being done. Supplies are only fair, no chance being given to get ahead with stocks. No change in price is to be reported this week.

Plates and Sheets.—There is a tendency towards an advance in some lines of galvanized iron. Dealers are endeavoring to arrange a uniformity in price, and to do that are going to the root of the matter.

In plates, sheets and bars demand has been especially great. Orders are booked very far in advance and no definite date can be set for delivery. For this reason much business has been held back which otherwise would flow in and crowd dealers to a still greater extent.

Copper.—Demand for copper keeps very great with a very limited supply. No change in price has been announced, 18½ still ruling.

Lead.—There seems to be rather an increased demand for lead this week. The primary market has strengthened of late, bringing buyers back in greater numbers. At present lead is very active and prices remain firm.

Iron.—Supplies in all iron products have been given little chance to increase. Orders for many lines have been booked well in advance and great difficulty is experienced in filling these at the date arranged. Many dealers are looking forward to higher iron during 1913. The fear of this has caused many to buy and lay in as great stores as possible at the lower prices. So that the demand has of late been very active.

Antimony.—Little can be said of antimony save that it remains quiet with no change in price.

WINNIPEG.

Winnipeg, Nov. 18.—As forecast last week lead is weaker and the first drop in a long time in metal prices is the announcement of a decline of 75 cents on lead pipe; reduced to 7.60 and 8.60 for full coil and cut coil respectively. No advance is reported as yet on bar iron but the advance is absolutely certain to come before Dec. 1. All lines are firm.

Foundries and ironworks are still doing a large amount of business and all report orders ahead for structural steel sufficient to occupy them a considerable time. The manager of one big concern here remarked to your correspondent recently that metal is coming more into use in the building trades and has taken the place of wood in buildings of even medium and small size. He expected yet to see the steel frame or concrete dwelling completely displace the wooden frame in the near future.

Goes to Cobalt.

Renfrew, Ont.—Mr. Garfield McKerracher, for three years employed in E. J. McGarry's hardware business, left this week for Cobalt, being engaged on the staff of Taylor Bros. hardware store, Cobalt. "Gar" was very popular in Renfrew, and before leaving an impromptu banquet was given him in Frood's by several of his Oddfellow brethren.

Walker Club's Prospects Bright.

Mention of the James Walker Company's hockey team was unfortunately omitted last week when giving a list of these clubs which will compete in the Montreal Wholesale Hardware Hockey Association. Of course a team from this Company will again be in the game, and as usual should cause the other contestants a great deal of trouble. The Walker Club's prospects are exceedingly bright.

Weekly Market Report --- Hardware

PRICE - BREAKING WEEK.

The past week has been a memorable one in hardware circles, a great number of price changes having been made, all in an upward direction.

The advances reported are as follows:—

Montreal.

Sleigh shoe steel.
Tire steel.
Barb wire.
Plain twist wire.
Harrow tooth.
Coiled spring wire.
Galvanized plain wire.
Building paper.

Toronto.

Heavy strap hinges.
Wrought butts.
Building paper.
Iron pipe.
Cotton rope.
Loaded shells.
Proof coil chain.
Mother-o'-pearl goods.

MONTREAL.

Montreal, Nov. 21.—All predictions as to prices are being borne out. The upward movement continues, steel, building paper, and wire having advanced since the last writing. The advance in building paper is especially noteworthy, since it seems that still greater advances must be made in some lines.

Business generally is exceedingly good. For carriage heaters the call is becoming heavier. Skates, too, are moving well; while the demand for cutlery is all that could be desired. Weather strip, too, is being largely bought. In short, all winter and Christmas lines are on the move.

More Steel Advances.

Heavy Hardware. — Here the upward movement which started a couple of weeks ago, continues. Sleigh shoe steel has just been put at a \$2.15 level. Tire steel, too, has been advanced, as has harrow tooth, both now being quoted at \$2.25. Indications are that still further advances will be struck.

Wire Goods.—This is another line which has been moving a lot, of late weeks. Now, barb wire has been advanced to \$2.37½. Plain twist wire, too, has been put up 15c, the new quotation being \$2.90. Coiled spring wire also has been changed, the quotations now being, No. 9, \$2.30; No. 12, \$2.45.

Then galvanized plain wire is on a new and higher basis, as follows:—No. 6-8, \$2.70; No. 9, \$2.25; No. 10, \$2.75; No. 11, \$2.80; No. 12, \$2.40; No. 13, \$2.50; No. 14, \$3.10.

The cause of these changes is the old, old cause of higher metals. The raw material is costing so much more that the product has necessarily followed. Since pig iron is still moving upward it is hard to tell where the end will be.

Large and General Advance.

Building Paper. — For some time the price of this line has been remarkably low. Now, however, a change has come, a general advance of approximately fifteen per cent. having been struck. The cause is the scarcity, and high price of raw material. Felt has advanced—the trouble in the Balkans having helped to make a higher price necessary. Then tar is much higher on the primary market now than it has been in the past. The English coal strike had something to do with making this line scarce, but other conditions have had their influence. While the recent advance came as somewhat of a surprise, it must be known that Conditions seem to warrant a further jump. In some lines, higher prices are practically sure to be struck, and the dealer who needs a good supply and whose stock is low, would do well to buy.

Some of the Changes.

Full changes may be seen by reference to the Current Market Quotations, but some of the leading changes are:—

Tarred slaters' paper, per roll..	.95
O. K. Paper, No. 1, per roll....	.95
O. K. Paper No. 2, per roll....	.90
Plain Fibre No. 1 400 ft. roll..	.50
Plain Fibre No. 2, per roll....	.35
Tarred Fibre Cyclone 25 lb. roll	.62
Heavy straw, plain and tarred	\$36.00
Tarred wool roofing felt, cwt.	2.00
Liquid roofing cement (bbls.	
per gal	0.17
Liquid tin cement, (fives)....	0.19
Shingle varnish, per barrel...	5.00
Mop cotton, per lb.	0.17

Cutlery. — There is still talk of a possible advance here, but it would seem that no such advance will come before the new year. Then, however, an upward movement is quite likely.

Winter Goods. — As has been mentioned, skates are moving well. Also there is a big demand for hockey sticks, and sweaters—all lines for winter games. Sleigh bells are commencing to move, and skis and snow shoes are being bought. Winter goods and Christmas needs fit into one another pretty well, which is good for trade.

TORONTO.

Toronto, Nov. 21.—This week shows many price changes. Everything seems to be moving in an upward direction. The number of changes to be reported this week makes the reports of the past few weeks look very tame indeed. Some lines of loaded shells have advanced slightly; building paper and roofing have gone up; cotton rope and clothes lines are reported as having advanced; heavy strap hinges, also some lines of wrought butts are higher; a good advance has taken place in iron pipe; there are prospects for an advance in lawnmowers; a change in an upward direction is likely to take place in O and A wire nails; proof coil chains and high grade chains are also reported as being higher; and, last of all, pearl goods have again advanced.

Thirteen price changes in the hardware markets is something very unusual. And the fact that every one of these changes is in an upward direction clearly shows the tendency of all markets at the present time. Hardwaremen realize the very general advance in all lines, and are trying to advance their prices accordingly.

Builders' Hardware. — Several price changes are to be noted here. Heavy strap hinges have gone up about 5 per cent. In wrought butts, broad, remain the same, others have advanced 10 per cent.

Prices on building paper are reported as having advanced from 15 to 20 per cent., and roofing is again said to have increased.

Demand for builders hardware of all kinds is very great. A great rush is being made to finish up buildings as far as possible before cold weather sets in. This has very much increased the demand on all lines of builders' hardware.

Heavy Hardware. — Here, too, prices have been moving in an upward direction. A good advance has taken place in iron pipe owing, no doubt, to the high cost of raw material. Although no advance in wire nails has yet been announced, it is stated that O and A wire nails are very likely to go higher very shortly. Cotton rope has advanced one cent a pound during the past week and clothes lines have been increased 5 per cent.

Demand for heavy hardware still keeps very great and all lines are moving out briskly.

Sporting Goods.—The manufacturers of loaded shells have issued new price lists which show advances in some loads. Demand for these for this season is

practically over, although the hunting season has not yet closed. At any rate this advance will not affect sportsmen much this year.

Winter sporting goods are moving a little more freely this week. Counting on cold weather coming at any time now, dealers are beginning to feature winter goods in their windows, and several displays may be seen of hockey sticks, skates, snowshoes, skis, toboggans, etc.

Lumbering Supplies.—Demand for these lines is increasing rapidly. Prices, too, in some lines have gone up. An advance of 15c on 100 lbs. has been made in proof coil chains. In higher grade chains the advance has been still greater amounting to about 2c a lb.

Cutlery.—Prices on pearl have

again advanced, causing a proportionate increase in pocket and table cutlery. Pearl goods have been increasing from time to time lately and now the advance which has taken place during the past week brings the total advance for the past year up to from 20 to 50 per cent. according to the value of the goods.

WINNIPEG.

Winnipeg, Nov. 18.—There is little to report in Western hardware circles except good times and good prospects. In this respect hardware men are but participating in the general prosperity of the country.

Some kinds of hardware are quiet as might be expected at this time of the year. Plumbing goods, glass and in fact all lines in connection with build-

ings just completed are very active. Fall and winter sporting goods are moving freely and in all lines the volume of business being done is much in excess of previous years.

Collections have greatly improved the early November settlements were most satisfactorily met and money is now fast working into the usual business channels.

As regards prices there is nothing new to report. It is, however, well to bear in mind that with the increase in prices in practically all metals and the extremely firm condition of the metal markets advances in all lines of hardware are bound to come. Metals are dearer, wages higher. Hardware has not advanced in proportion to other lines, but the advance is certain to come.

Current News of Hardware Trade

Have Opened Branch.

Fiske, Sask.—The Herschel Hardware Co., of Herschel, have opened a branch here.

A Match Factory

Port Arthur, Ont.—A match factory with a capacity of 36,000,000 matches per day is to be established in Port Arthur. The factory will be located on the Strathcona property at the north end of the city. This factory will be a duplicate of the Dominion match factory of New Westminster.

Fell From Scaffold

Toronto, Ont.—Falling from a scaffold on which he was working at the establishment of the Metallie Roofing Co., corner of Dufferin and King Streets, James Bilton, of 256 Westmoreland Avenue, received injuries from which he died a few hours later at the Western Hospital.

Store Burned Out

Toronto, Ont.—Through the insidious spread of flames from the furnace room until a steady blaze had ignited almost the entire basement the Harold A. Wilson Sporting Goods Co., at 297 Yonge street, was subjected on Monday morning to the most disastrous fire in their experience. For the fourth time in the history of the firm and the third within the present year fire has broken out on the Wilson premises and that of Monday gutted the establishment from furnace to skylight.

A New Industry

Medicine Hat, Alta. — George Sillman, of Spokane, and Western Canada Sheet Metal Products Co., Ltd., is the title of a new corporation to be organized here at once, for the purpose of manufacturing grain bins and wagon tanks. William Millner, of Casselton, North Dakota, has been in the city several days looking into the feasibility of the proposition.

Personal Notes

Glen Ewen, Sask.—J. Walker has accepted a position in W. W. Winteringham's hardware store.

Cranbrook, B. C. —W. W. McGregor, formerly of Calgary, has arrived in the city to fill the position of manager of the J. D. McBride hardware store.

Frank Newman, manager of the Canada Fairbanks Morse Toronto Branch, was in Montreal early in the week.

James Kinsman, representing North Bros., Manufacturing Company of Philadelphia, spent several days in Montreal this week.

Business Changes

Watson, Sask.—Smith and Burton, hardware dealers, have sold out to Smith Bros.

Ethel, Ont.—Geo. Kranter & Co., hardware dealers, have dissolved.

Toronto, Ont. — Oscar Knechtel, hardwareman, has sold out to W. H. C. Moore.

Arden, Man.—John Fry, dealer in hardware, has sold to W. W. Mathews.

Diamond City, Alta.—W. P. Rogers has succeeded to the business of the Alberta Hardware Co.

Windsor, Ont.—Nevean, Clinton and Baxter have been succeeded by the Baxter Hardware Co.

Warner, Alta.—Marshall and McNeil, hardware dealers, have dissolved. D. Marshall will continue the business, Mr. McNeil having sold out his interest.

Burlington, Ont.—Cotton and Lorimer have succeeded J. S. Allen in the hardware business.

Kincardine, Ont.—W. J. McAllister has sold out his hardware business to Joseph H. McKee of Tiverton. Mr. McKee has been in the hardware business for nine years and is well acquainted in this district.

A general meeting of the Canadian Credit Men's Association, Ontario Division, will be held to-night (Nov. 22) at McConkey's, Toronto. The secretary, L. J. Ball, will give an illustrated address on the aims and accomplishments of the association.

Port Arthur, Ont., will get a match factory. A concern known as The Eureka Co. have stated that they will establish there, Edward Stewart, a member of the firm having decided on Port Arthur after considering several places. The match to be specialized on will be a safety match something in the nature of the imported Swedish variety.

Methods of Retailing Paints and Varnishes

The Importance of Displaying Brushes

There is need for Brushes Felt in Every Household—Sales Can Be Developed to Large Proportions if Dealers Feature Their Stock—How it is Done in Large New York Store.

That a special display should be made of paints, and that special efforts should be put forth to push paint sales, few, or no hardware dealers, will doubt. How many times does one enter a hardware store without being met by an array of paints well up to the front of the store, or at least in a very prominent position? But how often, even in these same stores does one see special display made of paint brushes?

This is an important point and one which is to a very great extent overlooked by hardware dealers. Paint is well displayed. Special efforts are put forth to make paint sales. Why not specialize on paint brushes as well? In the majority of cases where paint sales are made, brush sales may also be made. One out of twenty homes has not a really good paint brush in it. The reason in many cases is that proper care is not taken of the brush after it has been used. Whether people are ignorant of the correct method of treating a brush after it has been used, or whether brushes become worthless simply through carelessness, is a matter hard to determine at once. But when painting is to be done, a dry, hard, unworkable mass of hair is too often found to be the only thing in the line of a paint brush at hand. It is needless to add that good work cannot be accomplished with such an article, and the result is that either a new brush has to be bought or much labor has to be expended in cleaning up the old one—and even at that there is no guarantee of satisfaction after the old brush is restored to a workable condition.

But whatever the conditions in the homes where paint is used, few will doubt that new paint brushes are needed when it comes down to doing fine work. There is an opportunity then for the hardware dealer to make greater brush sales than he is doing if only he puts forth increased efforts to do so.

Splendid Display of Brushes.

In the store of the Metropolitan Hardware Company, New York City, a part of the paint department is specially devoted to paint brushes. One cannot enter the department without being impressed by the fact that a specialty is made of this line. Many drawers con-

taining brushes line the walls and each has a sample brush fastened on the front of the drawer so that it is at once visible to the customer and to the salesclerk. A great range, not only in style and quality of brushes, but also in sizes, is shown. Thus the complete stock of brushes is open before every customer who enters the department, and it becomes a very easy matter to pick out the size, shape and quality of brush desired.

There are several advantages of such a system as this. Having brushes displayed in the store, and in the paint department, draws the attention of people to brushes at the time that they are making a paint purchase, even before any reference is made by the salesclerk to the possibility of a brush being needed. Again, a full range of brushes is displayed before the customer. If he does not see, at the first glance, the style of brush that he desires, he is at least impressed by the number of shapes and

sizes of brushes displayed and is led to continue his search, which is done almost without effort. Seeing such a large number of brushes may cause slight bewilderment at first, but it will finally impress the purchaser that amongst all that number there must be the particular style and size of brush he is looking for.

The time both of the customer and of the salesclerk is greatly saved. If a clerk has to pass halfway down the department, pull down a box of brushes, lay out the different sizes before the customer, return for a second supply, and so on, great time is taken up in making a comparatively small sale. There is a tendency, too, after a delay of that kind for the customer to grow impatient, pick up any style of brush about the size he wants, and put an end to wearisome waiting. And the result in such cases very often is that imperfect satisfaction is derived from the purchase.

Advantages for Clerk.

That is the customer's standpoint. The system also has great advantages for the clerk. To call the attention of the customer to the fact that he needs a new brush in order to do good work



Showing how brushes are featured in the Metropolitan Hardware Co. store, New York.

is a very simple matter which any clerk of any standing will soon get into the habit of doing, whether brushes are displayed or not. But to haul down a lot of brushes every time a paint sale is made becomes a very tiresome task. With some system of displaying brushes it is a very easy matter to direct the attention of the customer to the entire stock. The action calls for no special effort on the part of the salesman; on the contrary, it becomes almost a pleasure. The customer sees that his looking at the brushes is going to take no great length of time, and is very easily persuaded to remain a moment longer and

see the stock. More than that, it becomes easier for the salesclerk to talk quality to the customer—also to talk him into a purchase. All the brushes are ranged before the customer. He sees the good and poor together; by comparing them, he sees the advantages of the better brush over the inferior one and is more easily persuaded to take the more expensive one.

To sum up, the time of the customer is saved, and shopping is rendered more pleasant. The time, labor, and patience of the clerk are saved and he is put in a better position to effect sales.

Banquet of Canada Paint Men Brings Convention to Close

Montreal.—At the close of a successful convention the Canada Paint selling force gathered with a number of friends at the Canada Club last Friday night. The banquet was a fitting wind up to the week, and the optimism shown in the various speeches made it evident that the whole proceedings had resulted in inspiring all with greater enthusiasm.

H. W. Aird, manager of the company, who acted as toastmaster, referred to the sessions of the week—briefly expressing the benefits derived from these.

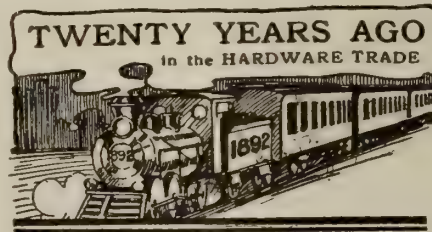
Mr. Barry, manager of the Winnipeg branch, spoke of the old days. He had been with the concern from its inception. He had been with the Wm. Johnson Co. before the Canada Paint Co. was formed. Speaking of the changes in methods which had come, Mr. Barry pointed out that all had been made with the one aim, of producing greater efficiency.

Wm. McMaster and W. J. White, two of the company's directors who were present, joining in the songs and the general hilarity, spoke for the directors. Both had a few good stories to tell, and a few anecdotes about the company and its officers. Those anecdotes appealed to all.

As sales manager, W. H. Newton had to speak, though he refused absolutely to sing. He emphasized the importance of the selling end, and spoke of the value of a training, such as is secured at a convention of the style just held.

But though Mr. Newton would not sing others would. Mr. Aird responded to requests for his specialty, "The Ghost of the Peanut Stand." Then Henry Clucas, Toronto sales agent, added to the general good humor with his "Pretty Polly Perkins."

Alex. Crawford and Richard Mallette also sang songs that brought rounds of applause.



The following items are taken from the issue of Hardware and Metal of November 26, 1892:

"Last week the agents of Carnegie, Phipps & Co., in New York, made the announcement they would require 1,000 tons of nickel steel per day from Canada. The offer was made to the Commercial Mining Co., which possesses nickelferous tracts in the Sudbury district.

Editor's Note.—The nickel industry has been developed to a great extent since. To-day it is stated that the world is dependent upon Canada for its nickel supply. So completely does Canada control the supply that the peace propagandists are pointing out that by this means, the possibility of war can be checked. An exchange recently to hand, says:

"If Canada possesses, in her production of ninety per cent. of the world's supply of nickel, the key to sea-power problems, WHY DOES NOT CANADA MAKE USE OF THAT KEY TO OPEN THE DOOR ON AN ERA OF PEACE? Naval and military experts say battleships without nickel steel armor would be useless, and, practically, that warfare could not be waged were the supply of nickel cut off. A recent bulletin of the Conservation Commission pointed out the fact that Canada controlled the situation."

"McKelvey and Birch, Kingston, have secured a large plumbing and heating contract in Brockville."

Editor's Note.—McKelvey and Birch are still "doing business at the old stand," and are to-day among the best known firms in Canada. Sketches of the two members of the firm appeared recently in Hardware and Metal.

"The Wm. Johnson Co., Montreal, have dissolved and the business is being wound up."

"The McClary Manufacturing Co., have let the contract for their new \$10,000 addition on Wellington Street."

"At a meeting of the Hamilton branch of the Commercial Travelers' Association, the following officers were elected: First Vice-President, H. G. Wright; Second Vice-President, John Hooper; directors, E. A. Dalley, W. G. Reid, J. H. Herring, W. E. Lachance, Fred Johnson, and R. Ross Wilson."

Editor's Note.—It is interesting to note that H. G. Wright is now president of E. T. Wright & Co., Hamilton, which business was established by his father.

"Tin has not much life in it. Like copper, it has been a shade easier."

Editor's Note.—Reference to the current quotations shows that tin was quoted at 25½. To-day it is quoted from 53 to 56 and it seems quite possible that it will go still higher. No complaints are heard to-day that there is "not much life" in tin. It is very much alive, as the bears have learned to their sorrow.

ATTENDING CONVENTION.

The annual sales convention of Lowe Bros., paint manufacturers, is being held this week in Dayton, Ohio. Mr. Brown, sales manager and all the traveling salesmen are in attendance.

A STRONG POINT

Moose Jaw, Sask.—A Latham is advertising to the following effect:—

There should be a good axe and a good hatchet in every household.

There is hardly ever a day they are not needed. We have axe and hatchet handles, too, that you can depend upon—handles made for service, not to sell for bargains.

A good axe for \$1.00 and \$1.25 each.
A small axe for 80c and 90c each.
Hatchets from 50c up.

Decorative Aid

We have a department to help you develop paint business. We show your customer the best decorative schemes. You sell the right M-L materials. Your local painter applies them. We sell stencils, etc., and give every help to make sales for you. Write us for information and booklet, addressing our "Decorative Aid Dept.," 6-12 Morse St.

**This Helps
You Make Sales**

Winter Painting

Keep up your winter paint sales by encouraging interior finishing. People will gladly brighten up and refinish their homes. Help painter and consumer with

Floglaze

Made in 29 Shades, some stain-like and some enamel-like, ready-to-apply.

Floglaze runs smoothly under the brush, and gives a high elastic finish that will stand wear and tear. Use it for floors, woodwork, staining, enameling.

Are you stocked up for winter? There is a big demand

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

SERVICE

Is
**The Final Proof
Of QUALITY - OF PURITY**

The real test of paint value is performance—service. What materials make the best paint and what constitutes quality or purity in paint is to the dealer of minor importance to which paint gives the best results.

Paint is made to use—to protect, to preserve, to beautify, and that paint which works easiest, spreads farthest, covers most uniformly and wears longest—which gives one hundred per cent. serviceability, is the paint that sells best because it serves best—deserves best.

The satisfied customers—the cumulative sales—the continuous business-building truly makes the selling of "High Standard" Paint a real source of pleasure and profit to the dealer.

Ask for proof.

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Lowe Brothers
LIMITED

TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

OIL IS WEAKER.

The feature of the market this week is the continued weakness of linseed oil. Lower quotations are given, despite the fact that English oil remains high in price.

The white lead men have reached a decision to keep the price constant.

Glass is firm and in heavy demand.

MONTREAL.

Montreal, Nov. 21.—Undoubtedly the feature of the week is a further decline in linseed oil. This now is lower than it has been for many months. There is just a chance that the price will go still lower, yet despite this possibility it appears a time when oil may be bought to good advantage.

Generally the trade is good. Paint men say they have never had such a rush of orders so late in the year. Retailers are selling in large quantities and there appears no sign of a falling off.

The lead men, at a meeting on Tuesday, came to an important decision. Prices, it is now certain, will be maintained at the present figure until navigation opens in the spring.

Queer Position of Linseed.

Linseed Oil.—A unique situation is noted here, oil now being much cheaper in Canada than in England. It is not only that flax is much more plentiful, but one cause and another has tended to bring down the price until linseed is now quoted at .57 and .60. Oil is quoted in London at 71¼ cents.

What the next week or two will see in linseed oil, is a question. There is talk of even lower prices. On the other hand the factors which are pulling the market down may be removed. If so prices are certain to rise. The present quotations are not justified by the old rule of supply and demand. If, therefore, advice were to be given, it would be that this is a time to consider buying.

Lead Men Make Decisions.

White Lead.—This week's meeting of the lead men resulted in a decision which will be of importance to the retailers. The prices of white lead have been maintained. They had been fixed to stand until the end of November, now it has been decided to continue the quotations, unchanged, until the beginning of May—or at least until navigation opens in the spring. The price of lead—which though lower than a few weeks ago, is still high—justifies this attitude.

Another decision of importance relates to the question of contracts for lead. It was determined that all contracts, taken at less than the ruling price, must be cleaned up by the end of this month—otherwise they will be canceled.

Glass Now Steady.

Turpentine.—No changes have been made here. The supply is sufficient. Stocks are good in Savannah and the old quotation of 58 cents still holds.

Glass.—No further movement in prices has occurred. The new figure, upon which sales are already being made, does not seem to have checked trade. There is a great deal of glass still wanted, and from all parts of the Dominion orders are coming in. The last boats are carrying good supplies of this line.

Paint.—It is approaching that season of the year when a lull may be expected. At least the time is coming when a lull has been experienced in the past; but there seems no great reason to expect a lull this year. The demand is phenomenal. Paint men say it is the best ever. The shipping departments are still busy, and will likely be busy right up to the end of the year.

TORONTO.

Toronto, Nov. 21.—This week shows prices on some products even lower than last week. So many changes have taken place lately in the paint markets that it has been very difficult to state what will happen next. When oil was quoted at 75 and 78 one dealer predicted that oil would be in the fifties before Christmas. Such a prediction seemed altogether improbable at the time. Now, however, it would look as if he were not far wrong after all.

This week oil is reported as being slightly easier; turpentine quotations are practically the same as last week; there is a tendency towards an advance in white lead; glass is moving out very freely at the advanced rate and scarcity of supply makes it look as if still another advance might be struck before very long.

Linseed Oil.—Last week some dealers went so far as to state that linseed oil had at last struck bottom. And certainly it did seem low enough to warrant such a remark. But this week shows oil slightly weaker still. More seed has come onto the market than was expected, causing prices to be reduced still more.

At present there is no possible chance of English oil entering our market. According to latest quotations English oil could not be landed in Toronto for less than 69 cents, which would give it no

chance whatever to compete with our markets.

Great range is given in prices on oil this week and it is almost difficult to tell just what oil is going at. Prices range from 59 and 62 to 64 and 67. With quotations continually varying, and always moving downward, demand has been kept down as much as possible.

Turpentine.—Turpentine is reported as being slightly weaker in the South. This is of slight importance, however, as very little is moving. This season the weather has been very favorable for the collection of gum—perhaps more favorable than for several years. The result is that turpentine is lower in the South than it has been for many years with the exception of 1908.

The price most generally quoted is 60.

Glass.—No objection has been raised to the advanced price on glass. Demand still keeps great, and supplies very scarce. The situation in Europe is much the same as it has been for some weeks and it is very probable that glass will become even scarcer than at present. Thus everything tends toward another advance before very long.

White Lead.—No change is reported in price of white lead this week. Demand has stiffened considerably and larger quantities are moving out. Pig lead is reported as being slightly easier. Dry lead is scarce both here and in England. With oil at present prices it is hard to determine what the future of white lead will be.

Paints and Varnishes.—Everything points towards a very heavy year in the paint business for 1913. Some dealers have already booked orders for spring delivery, while others have been so taken up with this season's business that nothing has been done to gain orders for the coming season. With oil and turpentine at present prices, and after the wet season of 1912, next year ought to be a record year for painting.

WINNIPEG.

Winnipeg, Nov. 18.—Remarkably mild and fine weather has enabled painters to get through with much outside work that two weeks ago was expected to have been held over until next season. This has no doubt greatly assisted retail sales of paint. Nevertheless the season as regards outside painting may be considered over.

There is, however, much inside work to be done. Some score of great buildings are just near completion and are contracted for being ready for occupation about Jan. 1. They are in the hands of the decorators at present.

Dependon——Light Hard Oil Finish

Everlastic——Quick-drying Floor Varnish

Gold Medal——Inside and Outside Varnish

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling of bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating. Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick-drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb. Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c.; Superior, 60c.; A Special, 38c.; Hoo Hoo, 28c.; "A", 23c.; "B", 20c.; "C", 18c.; "D", 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, ¼ to ½ inch, per 100 lbs. 2 60 2 70
100 lbs. 2 85 2 95
Heads, per 100 lbs. 2 70 2 80
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1½ in. 9 95 10 00
" " 2 " 8 65 8 70
" " 3 " 11 00 11 00
" " 3½ " 12 60 12 70
" " 4 " 15 75 15 85
" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge.. 0 27
Rods, base ½ to 1 inch, round.. 0 23
Tubing, seamless base, per lb.. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Fusion work, 55 p.c.
Fuller work, 70 p.c.; No. 6, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flat stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.
Casting ingot 19 25
Cut lengths, round bars, ½ to 2 in. 27 00
Plain sheets, 14 oz. 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier's, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00
Summerlee, No. 2 pig iron 20 00
Carron, special 23 50
Carron, soft 23 00
Cleveland, No. 1 22 50
Clarence, No. 3 22 50
Jarrow 25 50
Glengarnock 26 00
Radnor, charcoal iron 33 75
Ayresome, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles \$.....base 2 50
Common bar 2 10
Forged iron, per 100 lbs. 2 25
Refined iron, per 100 lbs. 2 35
Horseshoe iron, per 100 lb. 2 35
Mild steel 2 20
Sleigh shoe steel 2 15
Iron finish machinery steel (domestic) 2 15
Iron finish steel (foreign) 2 20
Reeled machinery steel 2 60
Tire steel 2 25
Sheet cast steel 0 15
Tee calk steel 0 15
Mining cast steel 0 07½
High speed 0 65
Capital tool steel 0 50
Cammell Laird 0 15
Black Diamond too steel. 0 08
Corona tool steel 0 06½
Silver tool steel 0 12½
Cold Rolled Shafting.
¾ to 1-16 inch 0 06
¾ to 1-16 inch 0 05½
1-16 to 3 inch 0 05
Montreal, 5 and 5, Toronto, 30.

BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2 80	2 70
12 gauge	2 70	2 75
14 gauge	2 60	2 55
17 gauge	2 60	2 65
18 gauge	2 60	2 65
20 gauge	2 65	2 75
22 gauge	2 65	2 75
24 gauge	2 75	2 85
26 gauge	2 80	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 90	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown Ordinary		
18x24x62	4 45	4 45
60	4 70	4 70
20x28x80	8 90	8 90
20x28x80	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00
Less 10 p.c.	

GALVANIZED SHEETS.

B.W. Queen's Flour—Gordon Gorbal's		
Head de-Lis Crown Best Best		
16-20	3 70	3 35
22-24	3 75	3 40
26-28	4 15	3 80
28	4 35	4 15
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		

IRON PIPE.

	Black	Galv.
14 and ¾	64 p.c.	49 p.c.
14	69 p.c.	59 p.c.
¾ in. to 4 in.	73½ p.c.	63½ p.c.
English	4 50	4 45

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c.; 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto

Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms.	0 09	0 09½
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

Domestic (Trail), pig, 110 lbs.	5 75
Imported pig, per 100 lbs.	5 50
Bar pig, per 100 lbs.	7 00
Sheets, 2½ lb. sq. ft., by roll.	8 00
Sheets, 3 to 6 lb., ft.	7 50
Cut sheets ¾ lb. per lb. extra.	
Cut sheets to size, ¾ lb. per lb. extra.	

LEAD PIPE.

Lead pipe, 7½c. 10 per cent. off.
Lead waste pipe, 9c. 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guarant'd	30 3/4	30	30
Wiping	0 23½	0 23	

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	9 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25
----------------------	------	------

TIN AND TINPLATES.

Lamb and Flag and Strains—56 & 28-lb. ingots, 100 lbs. \$56 00 \$53 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 50
I X X, 14x20 base	6 50

Bright Cokes.

Bessemer Steel—C, 14x20 base	4 25
20x28, double box	8 50

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

XX, 14x56, 50 sheet bxs.	
XX, 14x60, 50 sheet bxs.	7 50
XX, 14x65, 50 sheet bxs.	

Tinned Sheets.

72x30 up to 26 gauge, case	8 00
lots	8 00
72x30 up to 26 gauge, case	8 50
lots	8 50

WIRE.

Annealed Cut Hay Bailing Wire. No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line. No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line. No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon. No. 9, \$2.30 in cars. Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots. No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.40; No. 26, \$8.90; No. 27, \$9.30; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25 \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c.; oiling 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ¼-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.70; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, \$2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed. Poultry Netting. 2-in. mesh, 19 w.g., 60 p.c. off. Other sizes 60 and 5 p.c. off. Poultry netting, staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.30 base. No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning. Extra net per 100 lb.—Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c. bagging and papering 10c. 50 and 100-lb. bundles 10c. in 25-lb. bundles 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks 50c. in ¼-lb. hanks, 75c. in ¼-lb. hanks, \$1.

Wire Cloth.

Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 37½
Galvanized, plain twist	2 90

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c. F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 85
Plain	2 55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 90

In barrels, 5-gal. tins 0 80 0 85

Beeswax. 0 40

Chemicals. In casks per lb.

Sulphate of copper (bluestone) 0 07

Litharge, ground 0 07½

" flaked 0 07½

Green copperas (green vitrol) 0 01

Sugar of Lead 0 00

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ocre, pure 0 12

Chrome green, pure 0 15

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. irons 0 65½

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & Co.) 1 80

Cee Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue. Per lb.

French medal 0 10

German common sheet 0 15

German prima 0 15

White pigfoot 0 15

Brantford medal 0 20

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 20

" white glue 0 12

" 100 flake 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13

XL 0 11½

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18½ 0 18½

Packets, 1-lb., 100 in case, 0 20½ 0 20½

½-lb. 0 22½ 0 22½

Tins, 1-lb., 100 in case 0 21½ 0 21½

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08½

" 100-lb. kegs. 0 08½

Prepared Paints. Per gallon in qt. tins

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Windsor) 1 60

QUALITY AND QUANTITY

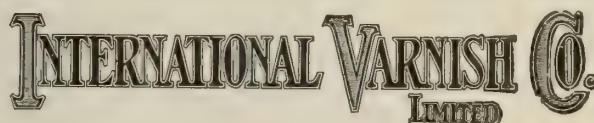
That's What Every Can of



FLOOR FINISH

The One Perfect Floor Varnish

contains. The quality is of world-wide reputation, backed by profit-producing help in direct support of the dealer, while every can contains full imperial measure.



TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

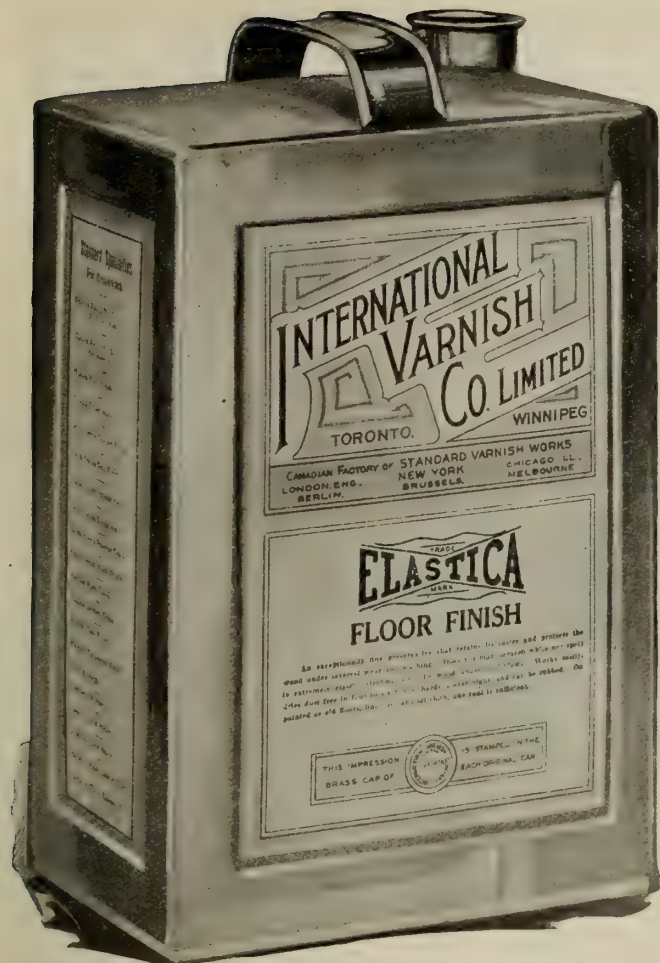
LONDON

BERLIN

BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.



P-36

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE,

TORONTO; ONT., CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copalline varnish	2 25
Granitine floor finish	2 25
Jameson's floor enamel	1 75
Sherrin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
R.H. Ltd. "Gold Medal" cases	2 25
Dependol Lt. H. Oil Finish	1 65
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Window Glass.		
Size United	Star	Double
Inches.		Diamond.
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 00
91 to 95		15 00
96 to 100		17 50
Toronto, 15 p.c.		20 50

Montreal prices, no discount.		
Size United	Star	Double
Inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 95		10 00
96 to 100		11 00

White Lead Ground in Oil		
	Montreal	Toronto
	Per 100 lbs.	
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators pure	8 25	8 25
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 65
Essex, Genuine (Windsor)		8 00
Island City Decorators' pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead	8 40	
Monarch (Windsor)	8 50	
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s Ltd.	8 10	
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	8 40	
Tiger Pure	8 25	8 40

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911

White Zinc (Dry)		
Extra Red Seal, V.M.		0 07½
White Zinc in Oil		
Pure, in 25-lb. irons		0 10
No. 1		0 07
No. 2		0 05½
Whiting.		
Plain, in bbls.		0 70
Gilders bolted in barrels		1 00

HARDWARE.		
Adzes		
Carpenters', per doz.	12 50	14 00
Plain ship	18 00	22 00
Axes and Hatchets.		
Single bit, per doz.	6 00	9 00
Double bit	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Buckworth, per lb	0 10½
-------------------	-------

Ammunition		
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.		
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.		
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, 80c; John and Halifax, freight equalized. Augers and Bits.		
Ford's auger bits	30 and 10	

Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 60
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.		
Door bells, push and turn, 45 and 10 p.c.		
Cow bells, 65 p.c.		
Sleigh bells, shaft and hames, pair, 22c up.		
Sleigh bells, body straps, each, \$1.15 up.		
Farm bells, No. 1, \$1.65.		
Belting		
Extra, 60, 10 and 10 per cent.		
Standard, 60, 10, 10 and 10 per cent.		
No. 1, not wider than 5 in., 60, 10, and 10.		
Agricultural, not wider than 4 in., 75 per cent.		
Lace leather, per side, 80c; cut laces, 85c.		
Bird Cages.		
Brass and Japanned, 40 p.c.		
Bolts and Nuts.		
Per cent.		
Carriage Bolts, common, new, \$1 list.		
Carriage Bolts, ¾ and smaller, 60 & 15		
Carriage Bolts, 7-16 and up, 55		
Carriage Bolts, Norway Iron (\$3 list)	55 & 15	
Machine Bolts, ¾ and less, 65 & 5		
Machine Bolts, 7-16 and up, 57½		
Plough Bolts	55 & 5	
Blank Bolts	50	
Bolt ends	57½	
Sleigh Shoe Bolts, ¾ and		
less	55 & 10	
Sleigh Shoe Bolts, 7-16 and		
larger	50 & 5	
Coach screw	70 & 10	
Nuts, square, all sizes, 4c per lb. off		
Nuts, Hexagon, all sizes, 4½c per lb. off		
Stove rods, per lb., 5½ & 6c.		
Stove Bolts, 80.		

Building Paper, etc.		
Tarred Slaters' Paper, per roll.	0 95	
O.K. Paper, No. 1, per roll.	0 95	
O.K. Paper, No. 2, per roll.	0 70	
Plain Fibre, No. 1, p. 400 ft. roll	0 50	
Plain Fibre, No. 2, p. 400 ft. roll	0 35	
Tarred Fibre, No. 1, p. 400 ft. roll	0 62	
Tarred Fibre, No. 2, 400 ft. roll	0 43	
Tarred Fibre Cyclopedia, 25 lbs., roll	0 60	
Dry Cyclone, 15 lbs.	0 50	
Plain Surprise, per roll	0 42	
Resin sized Fibre, per roll.	0 42	
Asbestos Building Paper, p. cwt.	4 00	
Heavy Straw, plain and tarred, per ton	36 00	
Carpet felt, per cwt.	2 60	
Tarred wool roofing felt, cwt.	2 80	
Pitch, Boston or Sydney, 100 lbs.	0 85	
Pitch, Scotch, per 100 lbs.	0 85	
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq.	0 95	
3 Ply Ready Roofing, per sq.	0 75	
2 Ply Ready Roofing, per roll.	1 15	
3 Ply complete, per roll.	1 35	
Liquid Roofing Cement, bbls., per gallon	0 17	
Liquid tins cement, 55	0 19	
Crude coal tar, per bbl.	4 50	
Refined coal tar, per bbl.	5 00	
Shingle Varnish, per bbl.	5 00	
Caps, per lb.	0 06	
Rails, per lb.	0 06	
Mop Cotton, per lb.	0 17	

Butts.		
Plated, hower barff & Nickel, No. 241, 45 per cent.		
Wrought brass, 45 p.c. off revised list.		
Cast iron loose pin, 60 p.c.		
Wrought steel fast joint and loose pin, 70 p.c.		
Crescent brands, 70 p.c.		
Cement and Firebrick.		
Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
"English	17 00	21 00
"American	28 00	25 00
"high"	27 35	00
Fire clay (Scotch), net ton	5 50	
Chalk and Pencils.		
Carpenters Colored, per gross	0 65	0 80
lead pencils, p. gr.	2 40	6 75

Chisels.		
Cold chisels, 5 x 6 in., doz.	2 20	
Bevel edge, 1 inch, doz.	2 60	
Chain.		
Proof coil, per 100 lb., ¾ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; ½ in., \$3.75; 9-16 in., \$3.70; ¾ in., \$3.65; ¾ in., \$3.60; ¾ in., \$3.45; 1 in., \$3.40.		
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.		
Churns.		
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Kingston and Montreal, 37½ and 10 per cent.		
Malleable swivel head, 4 in.	2 50	
adjustable, 4 in.	7 60	
Carpenters, 3 feet	3 60	
Conductor Pipe.		
2 inch, in 10 foot lengths	3 45	
3 "	4 20	
4 "	5 53	
5 "	7 60	
6 "	9 25	

Cotter Pins.		
Cotter pins, 90 p.c. Montreal.		
Copper and Nickel Ware.		
Copper boilers, kettles, 40 and 5 p.c.		
Copper tea and coffee pots, 42½ p.c.		
Copper pitts, 27½ per cent.		
Foundry goods, hollow ware, 45 p.c.		

Door Knobs.		
Canadian knobs, 45 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		
Door Sets.		
Canadian, 45 and 10 per cent.		
Door pulls, 60 per cent.		
Door Hangers (Parlor)		
Single sets, each (Easy brand)	1 80	
Double sets, each	3 25	
Unbreakable rail, 100 feet	5 00	
Door Springs.		
Chicago (coil), 25 per cent.		
Reliance (coil), 20 per cent.		
Draw Knives.		
Carpenters 6 inch, doz.	5 25	
Folding handles, 8 inch, doz.	1 80	
Drills.		
Bit stock drills, 2-32 in., doz.	0 67	

Escutcheon Pins.		
Steel, discount 50 per cent.		
Brass, 50 per cent.		
Eavetroughs.		
8 inch, in 100 foot length	3 02	
10 "	3 31	
12 "	3 88	
15 "	5 53	
Add extra 10c per 100 ft. O.G. Round		
Bead Trough.		

Factory Milk Cans.		
Milk cans and pails, 35 p.c.		
Hand delivery and creamery cans, 40 p.c.		
Railways cans, 45 p.c.		
Cream cans, 40 p.c.		
Creamery trimmings, 75 and 12½ p.c.		
Faucets.		
Common, cork-lined, 35 per cent.		
Farrier Knives.		
Buckworth, 50 p.c.		
Files and Rasps.		
Per cent.		
Disston's	70 and 10	
Great Western American	70 and 10	
Kearney & Foot, Arcade	70 and 10	
J. Barton Smith, Eagle	70 and 10	
McClellan, Globe	70 and 10	
Black Diamond	60 and 10	
Delta Files	60	
Nicholson	62 2-3	
Jowett's (English list)	27½	
Spear & Jackson (English list)	35	
Forges.		
Blacksmiths portable, 135 lbs.	9 85	

Galvanized Ware.		
Dufferin pattern pails, 45 per cent.		
Flaring pattern, 45 per cent.		
Galvanized washbuts, 45 per cent.		
Grindstones.		
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10	
Smaller sizes extra.		

Hammers.		
Tack, iron, doz.	0 35	
Ladies claw, handled, doz.	0 60	
Adze eye nail hammer, 10 oz., doz.	1 25	
" hickory handle, 1 lb., doz.	6 25	
" straight claw, 1 lb., doz.	7 00	
Farriers hammers, 10 oz., doz.	5 60	
Tinners setting, ½ lb., doz.	4 50	
Machinists, ¼ lb., doz.	3 20	
Sledge, Canadian, 5 lbs. and over.	0 06	
Sledge, Masons, 5 lbs. and over.	0 08	
Sledge, Napping, up to 2 lbs.	0 09	

Harvest Tools.		
50 per cent.		
Samson, 47½ per cent.		
Stalkwalk and stable scrapers, net \$2.25.		
Wood hay rakes, 40 and 10 per cent.		
Lawn rakes, net.		
Halters (Snap and Ring).		
Joe Rope, ¾-inch, per gross.	8 00	
" ½-inch, per gross	10 50	
" ¾-inch, per gross	13 50	
Leather, 1-inch, per doz.	4 00	
Leather, 1¼-inch, per doz.	5 20	
Web	2 45	
Sisal Halters (Snap and Ring).		
¾-in., \$9.00; 7-16 in., \$10.20; ¾-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.		
Hinges.		
Blind, discount, 80 per cent.		
Heavy T and strap, 4-in., 100 lb. net	7 25	
Heavy T and strap, 5-in., 100 lb. net	7 00	

Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge— under 12 in., per 100 lb.	4 60
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 61, \$7.75; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oar (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

**"Ready" Roofing and
"Black Diamond" Tarred Felt**



**"Cyclone" and "Joliette"
Building Papers**

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.

We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 MCGILL STREET,
MONTREAL

F. J. COX, Winnipeg, - Western Agent

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

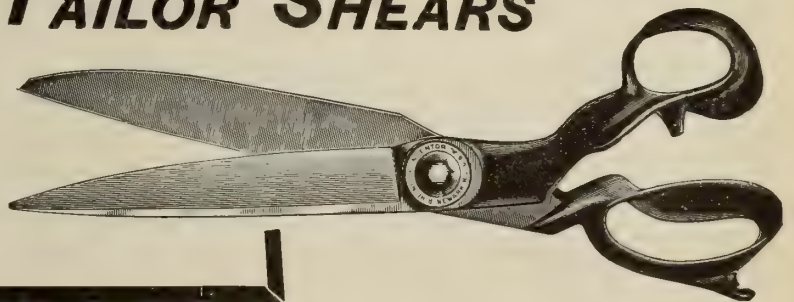
HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axe handles, dozen, from	6 50
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel caiken	4 00
Mallets.	
Tinsmiths' 2½x5½ in. per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
1-1½ inch	3 30
1½ inch	3 00
1½-1¾ inch	2 75
2-2½ inch	2 65
2½-3 inch	2 50
3-4 inch	2 40
3½-4 inch	2 40
4-4½ inch	2 35
5, 5½, 6 inch (base)	2 40
Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 60 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutcheon's "Cross Arrow" flatware, 42½ per cent. "Singelee" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitted, 35 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wooden fancy, 30 to 35 per cent.	
Stanley planes, 1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	15 00
Hickel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 10%
Pure Manila Rope	0 15%
"British" Manila	0 11½%
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 25
" " 4-ply twine...	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Boxwood, No. 68, 2 foot, doz.	
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts handles, japanned, per gross	
Common, plain	8 40
" " plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eed only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
McNeil window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelien, 50.	
Screw Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel...	85 10 7½
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	45 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	15 80
Scissors and Shears.	
Clausen, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths...	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock.	0 85
Stones—Oil and Scythe.	
Washite	per lb. 0 25
Hindostan	0 06
" slip	0 18
" Axe	0 10
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	
per gross	3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 80; Swedes cut tacks, blue and tinned, bulk, 85 and 5 in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ask skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94	
" steel, No. 254, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
Steel, No. 1840, 50 ft.	....
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hayley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 p.c.	
Oneid Jump (8 and 5 p.c.)	50 10 and 5 p. c.
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	0 80
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse	0 25
Hold-Fast (formerly Devil) Rat	0 80
Trap	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12%
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	150 00
Winners.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in...	0 70
" " 34 in...	1 00
" " 36 in...	1 25
" " neckyokes, 36 in...	1 25
" " doubletrees, 40 in...	0 95
" " lumbermans, 44 in...	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa,h	
Carriage neckyokes and whiffletrees, ash	
35 hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 1 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ¾, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gauge, 24c to 20-inch gauge, 29c. Crowbars—4½c per lb.

Corrugated Iron—28 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20. Galvanized Plates—Flat, 6 in., 6 in., \$3.65; 8 in., \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Appl. 16 gauge, \$4.20; 18 gauge, \$4.20; 20 gauge, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$5.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¼ inch, \$2.40; ½ inch, 2.55; ¾ inch, \$3.35; 1 inch, \$4.00; 1 inch, \$5.75; 1½ in., \$7.80; 2 in., \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 6 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¼ inch, \$3.40; ½ inch, \$3.50; ¾ inch, \$4.30; 1 inch, \$5.20; 1 inch, \$7.55; 1½ inch, \$10.25; 1½ inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; No. 2 scoops, 45 and 6 per cent.; No. 3 scoops, 40 and 6 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Lineal Cord—Law, per gal., 80c; boiled, per gal., 83c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.25; decorators' special, \$8.50; in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrels, \$5.50; less than barrels, \$5.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—21½ cents per 112-lb.

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS

Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have
to.

DON'T PUT OFF

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

"The Western People's Choice"

To be the choice—oil and varnish stains must show
superiority.

The use of the best ingredients combined with
expert knowledge of manufacturing places



Stephens



OIL and VARNISH STAINS

in a class by themselves.

After you have introduced them in your vicinity
your sales will rapidly increase. Users will tell their
friends where they got these stains—their friends
will buy from you.

We want you to be convinced that Stephens stains
are unequalled. Send us a trial order. Test them
yourself.

We have a good money-making agency
proposition to offer you. Write at once.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-TO-DATE. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — A THRIVING HARDWARE and tinsmith business established thirty years in a good town in Bruce County. Stock about \$5,000.00. Yearly turnover \$12,000 to \$15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (47)

WANTED—A MANUFACTURERS' AGENCY or hardware lines on commission. Address J. A. Gilhuly, 814 Broadway, Winnipeg, Man. (48)

WOULD EXCHANGE ALBERTA LAND FOR small hardware stock in Alberta or Saskatchewan. Box 712, Hardware & Metal, Toronto. (46)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY IN- stallating an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 255 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABIL- ity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18—21t

A want ad. in this paper will bring replies from all parts of Canada.

SITUATIONS VACANT

A TINSMITH WANTED — A MAN THAT has had a little experience in plumbing. Apply, stating experience and salary expected, to N. H. Bowers, Massey. (46)

BUILDERS' HARDWARE SALESMAN — must be thoroughly competent to take complete charge of builders' hardware department. Write, giving experience, reference and salary wanted to Cunninghams, Limited, 1012 Granville St., Vancouver, B.C. (48)

STOCKKEEPER WANTED FOR SUPPLY room for pulp mill. Wages \$60.00 per month to start. Apply in own handwriting to North Shore Power Railway & Navigation Co., Quebec. (45)

WANTED — AN EXPERIENCED HARD- ware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYS- tem, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

THE ART OF BUSINESS GETTING — AN essay on the elements of successful selling, by experts. Paper, 50 cents. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

One of the most successful re-tailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

VALUABLE INFORMATION

Have You Money Invested?

Have You Money to Invest?

Are You Interested in the General Business Out-Look?

THE FINANCIAL POST OF CANADA

gives its readers reliable, first-hand information on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions.

Subscribers obtain through the Post's Investors' Information Bureau, and without charge, confidential opinions on investments, etc.

PUBLISHED WEEKLY.

SAMPLE COPIES ON REQUEST.

\$3.00 PER YEAR.

THE FINANCIAL POST OF CANADA

143-149 University Avenue

Montreal Winnipeg TORONTO Regina Vancouver

"The Canadian Newspaper for Investors."



Mac's Special Red Hone Curling Stones

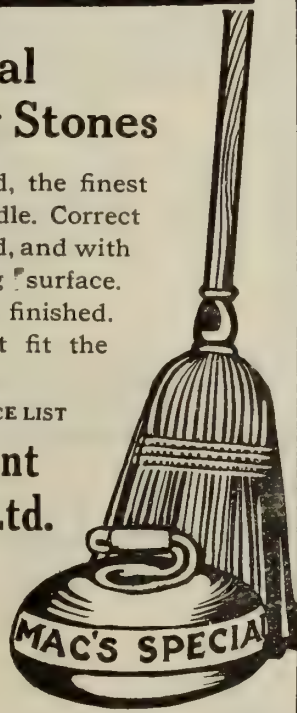
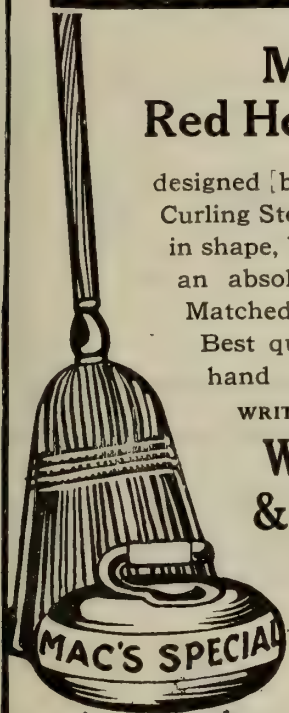
designed [by Jas. MacDiarmid, the finest Curling Stones you could handle. Correct in shape, beautifully balanced, and with an absolutely true-running surface. Matched pairs and well finished. Best quality handles, that fit the hand perfectly.

WRITE FOR DEALERS' PRICE LIST

**Winnipeg Paint
& Glass Co., Ltd.**

"Everything for a
Building."

**Winnipeg,
Man.**



NEW ERA PAINT

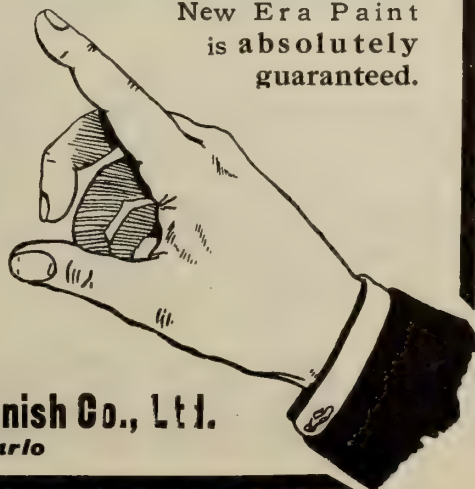
IS THE ENSURANCE OF PAINT SATISFACTION

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

New Era Paint
is absolutely
guaranteed.



Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

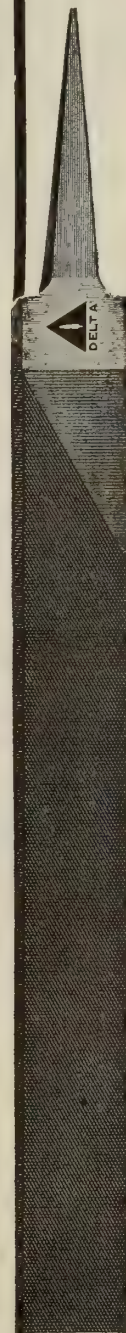
Remove Stock Quickly

Give Long Service

These are two of the reasons why—

"DELTA" FILES

Are Easily Sold



**"The only Line of
Files from 3 to 24
inches that are
made absolutely of
CRUCIBLE
STEEL"**

The Delta cuts clean, and is made in several shapes and sizes, so as to meet every requirement.

Our Mark is stamped on every file for the dealer's and user's protection. The "Delta" is being strongly advertised in "Canadian Machinery," a paper which reaches all machine shops in Canada—this will get mechanics acquainted with Delta Quality.

Put a few in stock now and see what splendid results you will receive.

Write for particulars.



Designated as
Hand New Cut,
2nd Cut Con-
structed for fin-
ishing work.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

When writing advertisers, kindly mention having seen the ad. in this paper.



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

*We Want You to Sell It and Invite
You to Become a Ramsay Agent.*

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal



The Many Re-Orders

That We are Constantly Receiving

PROVE

That Dealers Are Highly Pleased
With The Results That

STERLING Prepared PAINTS

BRING THEM

These high quality paints should be stocked by every progressive dealer. They are the assurance of quick turnover, good profits and complete satisfaction to the user.

Write for color cards and prices to-day.

Canadian Oil Companies, Limited,

TORONTO

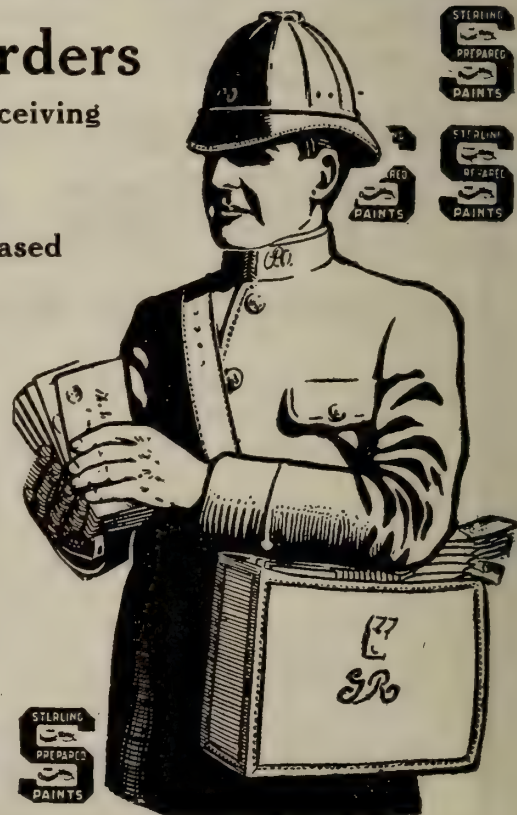
HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA





ELEPHANT

GENUINE

WHITE LEAD

has given satisfaction for over fifty years. It is made from selected lead and exceptional care is used in every process of its manufacture. Because of its extreme fineness of texture it spreads smoothly and covers the largest amount of surface. It satisfies everybody. Your profits result from the repeat sales which always come when customers receive satisfaction and good value from their money.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
 FACTORIES & OFFICES-MONTREAL-TORONTO &
 WINNIPEG-OXIDE MINES-RED MILL-QUEBEC





TAKE A TIP

From Winthrop Wise
Write for the story on

Kyanize

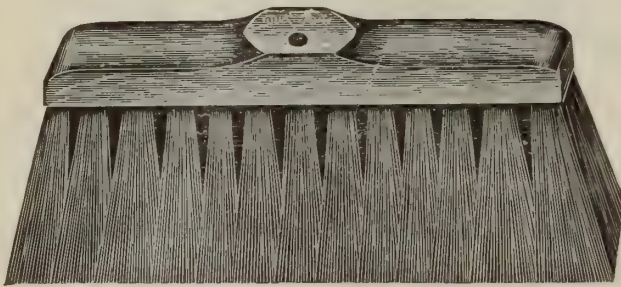
We want one live dealer
in each town to co-oper-
ate with us on our 1913

Exclusive Agency Plan

We Can Double Your Varnish Profits

Boston Varnish Company

Everett Station, Boston, Mass.



STABLE BROOMS

We are the original manufactur-
ers of steel fastened stable
Brooms.

Made in all sizes from 12 to 16
inches. Guaranteed to give sat-
isfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

YOUR trade expects you
to recommend merchandise
worthy of your guarantee.

Over 3,500 merchants in the United
States are handling the Angle Lamp



All sizes, 1 to 8 Burners.

as **Exclusive**
Distributors —
a “trade-build-
er” — a “profit-
maker.”

Angle Manufacturing Co.

244-246 West 23rd Street,
New York City

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE BEAUTY OF PAINT

Next to the added life paint imparts, is the matter of beauty. Beauty depends entirely upon the quality of the paint used.

MARTIN-SENOUR PAINT 100% PURE

has the quality of permanency, which insures that beauty paint buyers are willing to pay money to obtain. Here is a paint that stands the mar—that retains its freshness and brilliancy—a paint that pleases the buyer.

Sell your customers more than paint—sell them protection and beauty. Write and we will tell you more ways to sell **MARTIN-SENOUR PAINT and VARNISH.**

The Martin-Senour Co. Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



WILL YOU LISTEN?

We want to tell you one or two little things about DOUGALL VARNISH. It is made in the best equipped factory in Canada, which possesses the most up-to-date machinery and facilities.

It is made from none but the very finest of materials, and none but the most expert labor is used in its manufacture.

It is thoroughly aged, and not a can is allowed to leave the factory unless it comes right up to the Dougall standard.

The result is that it is the best varnish made, and we are perfectly justified in calling it

The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

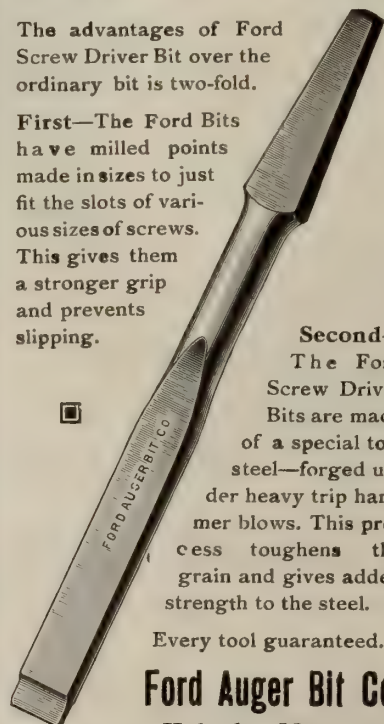
43 EXCHANGE PLACE
NEW YORK CITY

The Milled Points of FORD SCREW DRIVER BITS

Give Them Added Strength

The advantages of Ford Screw Driver Bit over the ordinary bit is two-fold.

First—The Ford Bits have milled points made in sizes to just fit the slots of various sizes of screws. This gives them a stronger grip and prevents slipping.



Second—The Ford Screw Driver Bits are made of a special tool steel—forged under heavy trip hammer blows. This process toughens the grain and gives added strength to the steel.

Every tool guaranteed.

Ford Auger Bit Co.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

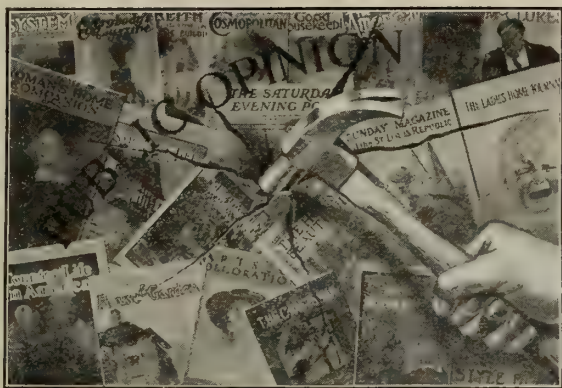
'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



Cash in on the Hammer Test

Month after month, year after year, the famous Pratt & Lambert "61" Floor Varnish, hammer test illustrations, appear in the great magazines that shape public opinion and influence purchases.

300% increase on "61" Floor Varnish Sales in three years, prove that people do read and respond to Pratt & Lambert advertising and this advertising specializing on "61" Floor Varnish and Vitralite, the Long-Life White Enamel is the entering wedge for Pratt & Lambert Dealers on the whole Pratt & Lambert Line.

This statement from Walter Leighton, Philadelphia, Pa., proves that Pratt & Lambert advertising does create an ever increasing demand on every Pratt & Lambert Varnish:—"The last few years have shown a marked increase in the sales of your line due to your successful advertising. In 1911 we marketed the greatest quantity of Pratt & Lambert Varnishes in the history of our house and feel sure that 1912 will see a still further increase in our business." Can you say the same about the line of varnishes you are now handling?

Write For Our Interesting Selling Proposition.

PRATT & LAMBERT-INC.

VARNISH MAKERS

24 COURTWRIGHT ST. BRIDGEBURG, ONT.

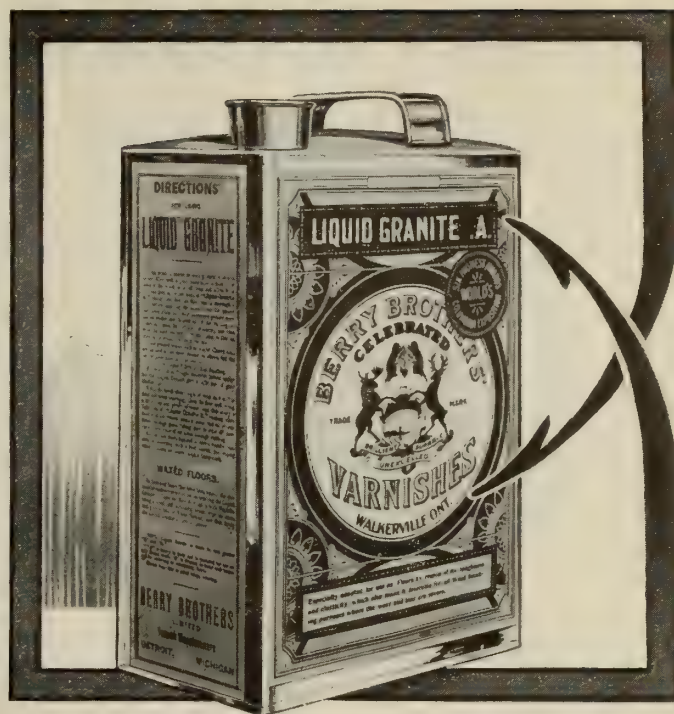
FACTORIES:

BRIDGEBURG, ONTARIO

BUFFALO
PARIS

NEW YORK
LONDON

CHICAGO
HAMBURG



What Does YOUR Store Stand for in Varnishes?

Have you a consistent varnish-buying policy?

Have you a consistent varnish-selling policy?

Are you **getting** all you should in profit and volume of business?

Are you **giving** all you should in quality, uniformity and reliability?

These are the vital questions.

Your varnish success depends on your ability to answer "YES" to them.

It will be well worth your while to make a self-examination to see just what your store does stand for.

But don't make up your mind hastily. Don't conclude that you have a consistent buying and selling policy, or that you are getting and giving all you should, until you know more about our new selling plan.

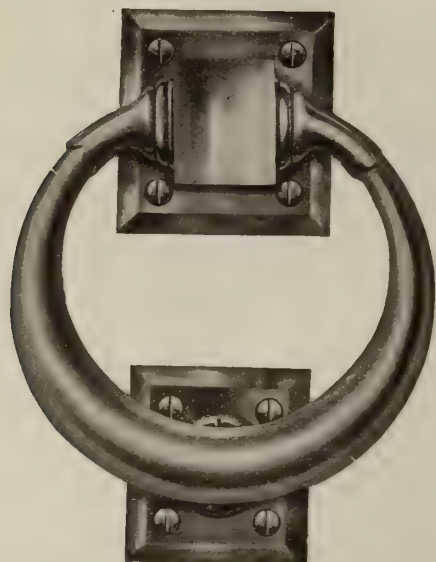
Thousands of dealers are realizing more out of their varnish business than ever before by accepting the opportunity offered by our new selling plan. Write to-day for particulars.

BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

HOHLFELD

MANUFACTURING COMPANY

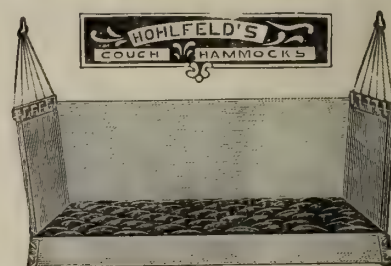


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

PENNA., U.S.A.

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

Good Pumps--- With Good Profits

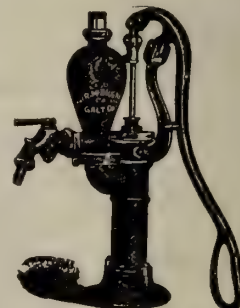
We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., Limited
GALT, CANADA

An Unrustable All-Metal Board

— the washboard that greatly aids washing. It is made entirely of metal, and yet is unrustable and has no joints or wooden parts to catch and hold dirt and germs, which means it is Sanitary.

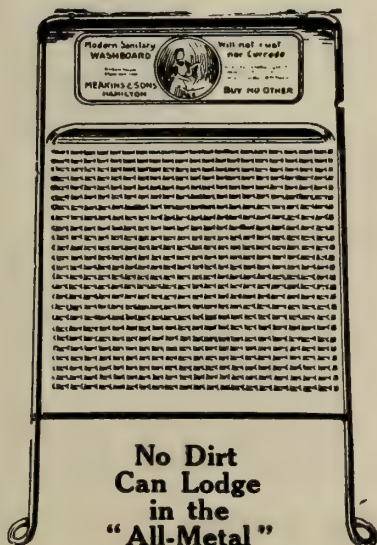
Meakins' Sanitary Washboards

will not warp, have no nails to work loose or rough zinc edges to cut the hands.

Recommend these boards to your customers.

Particulars and prices gladly sent.

Meakins & Sons Hamilton Ontario



Reynolds & Jackson CALGARY, - CANADA

Prompt Shipments
Prices Right

MR DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and guarantee complete satisfaction.

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

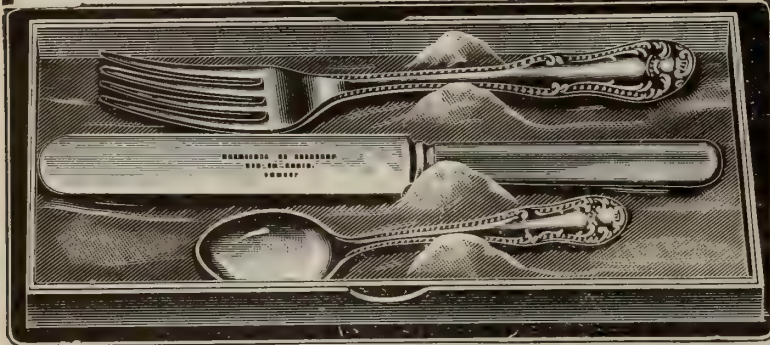
MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.

High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make A Nice Christmas Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

"Kenrick" Hardware

Made in England — Sold the World Over

We carry stocks of the following articles in our Winnipeg warehouse: Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware, full line of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, Meat Choppers, Potato Mashers and Fruit Slicers of superior merit.

Our Hardware is backed by our long retained reputation. Your store will benefit through "Kenrick" sales.

Archibald Kenrick & Sons, (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH.

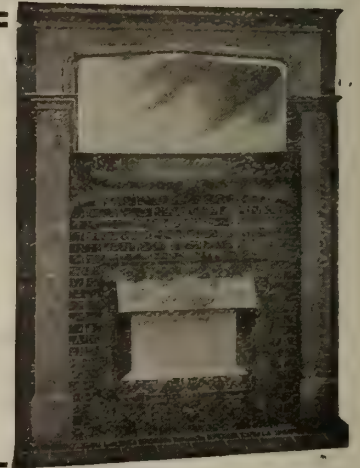
This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

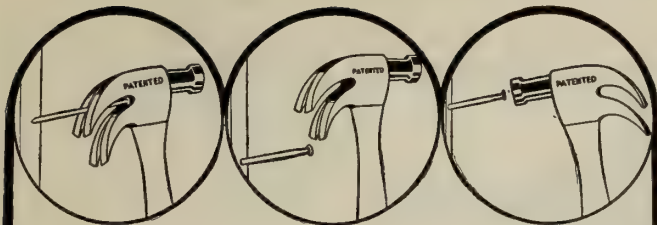


MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the nail out straight without a block



Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

STILL'S "SPECIAL" HOCKEY STICK

Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

PRICES AND DISCOUNTS ON REQUEST

J. H. STILL MANUFACTURING CO.

LIMITED

St. Thomas, Ont.

Trade



Tools of Quality Bear These Marks



Marks

"W. & B. DIAMOND" DRILLS

Go out in your shop and ask the man at the tool. He's the man who uses your drills—the man who *knows*. What kind of drill efficiency have you been buying? *He* can tell you.

Hand this same man a "W & B Diamond" Drill. Tell him to use it hard, from a viewpoint of comparison with the old kind. Then get his story again. He'll tell you that the "Diamond" drills truer, for a longer time, than any other he has had. Why?

Special steel, critically chosen for this particular use, and expert making in which no details are slighted—that's all. That's the reason we *can* and *do* guarantee "W & B Diamond" Drills to give satisfaction.

And that's the reason you can't lose by giving them a thorough try out. "*Do so.*"

Jobbers in all large cities will furnish, or write us.

The Whitman & Barnes Mfg. Co.

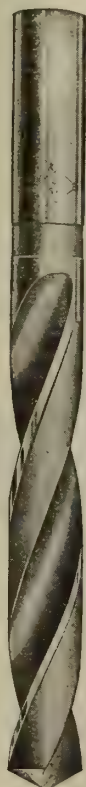
ESTABLISHED 1854

Factory at

ST. CATHARINES,

ONTARIO

Stocks Carried at Winnipeg and Montreal.



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

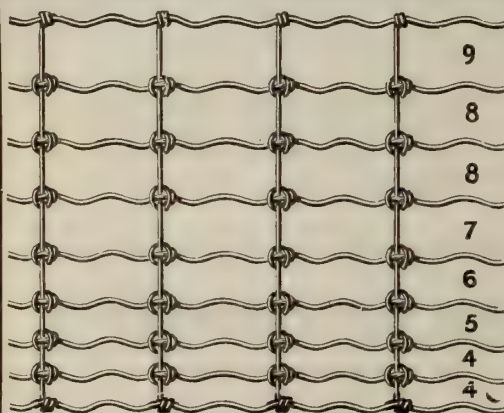
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

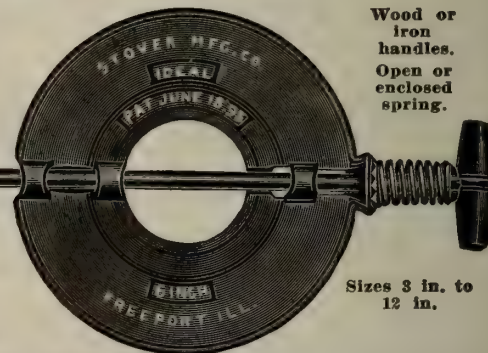
STOVER'S STOVE AND FURNACE TRIMMINGS

This is the damper you should sell, because 1. It has a long,
sharp point. 2. Two lugs on spindle to lock it in the blade. 3.
Retains any position in pipe. 4. Strengthened by rings to prevent
breaking and warping. 5. Is the easiest to put in place.

We specialize in making stove and furnace trimmings, fire-
place fixtures, waffle irons and a general line of shelf and household
hardware.

Will Send Catalog on Request.

Stover Mfg. Co., 709 East St., **Freeport, Ill.**



Wood or
iron
handles.
Open or
enclosed
spring.

Sizes 3 in. to
12 in.

See
This
Weld



Combined distortion tensile strength test

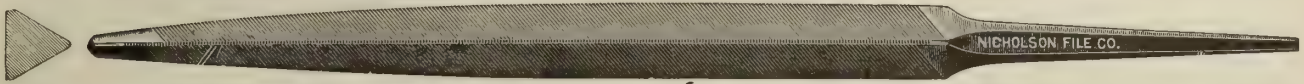
This chain has had each link upset by pounding them into circular shape, then tested by hydraulic
pressure until the links pulled stiff, then further proven by twisting the links out of shape. $\frac{3}{8}$ in.
chain, thus mistreated, withstood a tensile strain of 11,000 pounds per square inch, which test could
not be duplicated in any other make of chain.

Sales Office:
Buffalo, N. Y.

McKinnon Chain Company

Factory:
St. Catharines, Ont.

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are.

"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
"EAGLE" **"McGLELLAN"** **"KEARNEY & FOOT"** **"J. B. SMITH"**

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of the quality. Your jobber can supply you.

Nicholson File Co., - - Port Hope, Ont.

SIMONDS HACK SAW BLADES

"PRONOUNCED SI-MONDS"

FOR
HAND OR
POWER
MACHINE
USE



Simonds Mfg. Co.
Pittsburg, Mass. Chicago, Ill.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

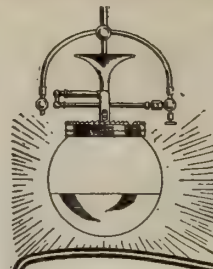
Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.



THE
RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO



Every "Skater Who
Knows"

appreciates the advantages and comfort of the

**PERFECTION
Ankle Support**

Introduce it in your vicinity and your sales will rapidly increase—not only in ankle supports, but also in skates, as more people will indulge in that healthful pastime, "Skating."

The Perfection embodies an entirely new idea, and while allowing the ankle to move freely backwards and forwards, it precludes all possibility of sideward motion.

Ladies' sizes suitable for children.

Get full particulars at once.

**THE OWEN SOUND
STEEL PRESS WORKS**

OWEN SOUND - ONT

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
**THIS MARK
OF HIGH QUALITY
Is On Every
Roll**



Farmers and Grocers

Are Prospective Buyers Of

THE CHAMPION CIDER MILL

Get After Them—A Good Profit Awaits You

This Grinding Mill does its work rapidly and easily; can be worked by hand or power.

The pressing tubs are strong and are so constructed that they cannot clog.

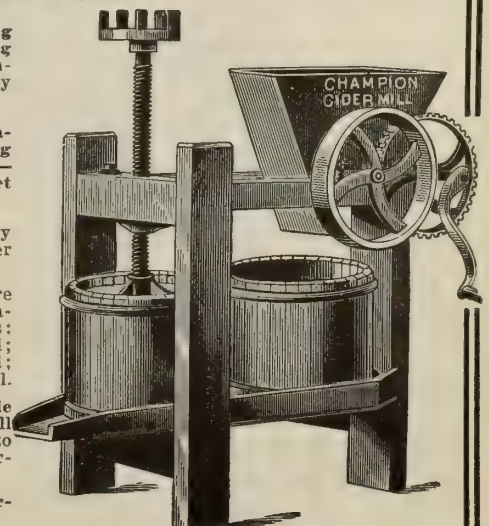
The whole machine is strong and well made — has nothing to get out of order.

It has many advantages over other makes.

We manufacture three sizes, capacities as follows:
No. 1, 1 Bushel;
No. 2, 3/4 Bushel;
No. 3, 1/2 Bushel.

Stock a sample at once — it will enable you to procure many orders.

Write for particulars.



The London Foundry Co., Ltd.
LONDON, CANADA

THE TREMENDOUS GROWTH

Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. THERE IS ONLY ONE REASON — THAT IS QUALITY

**WRITE TO—
DAY FOR
SAMPLES AND
PRICES.** Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

Wilkes Martin Wilkes Company
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.

This Mark is the Insurance of LAMPBLACK QUALITY

The Chicago Heat Regulator

Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BLACK JACK

**QUICK
CLEAN
HANDY**

TRY IT

SOLD BY ALL JOBBERS

3/4-lb. tins—
3 doz. in case

FOR PARLOR STOVES, PIPES AND RANGES
FINEST IN THE WORLD
APPLY EVENLY WITH A DAMP WOOLLEN CLOTH
X X X X

BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY
WINDSOR, ONTARIO.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

* ✝

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

PERFECTION GRINDERS

are the highest grade of grinder construction with very late improved and patented features. We make fifteen different sizes and styles for all purposes.

Attachments are modern, so that a novice can do all kinds of sharpening and grinding. Special features for carpenters. Chisels and all tools are sharpened perfectly and quickly.

We have a selling proposition that will double your sales. Let us explain it to you.

T. MORTIMER,
Empire Bldg.
Toronto, Can.
Canadian Representative

EL STARR MANUFACTURING CO.
656-8 Third St., Milwaukee, Wis., U.S.A.

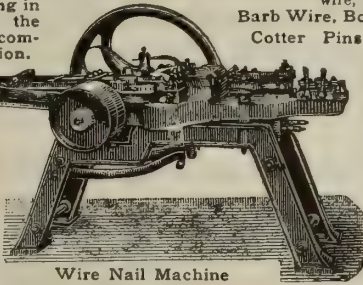
ED. BRAND Machinery for

Specialist in the Wire Trade
for 15 years

472 Moss Lane East
MANCHESTER, ENG.

Plants working in
all parts of the
world giving com-
plete satisfaction.

Cable
Address
Filices
Manchester
Code Used
A.B.C
5th Edition



Wire Nail Machine

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

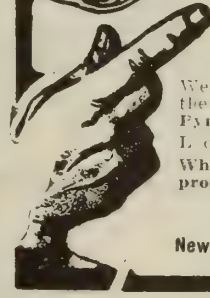
AUTOMATIC MACHINES

For making all kinds of articles from
wire, such as:
Barb Wire, Bolts, Coach Screws,
Cotter Pins, Cut Nails and

Tacks, Electric
Welded Chains,
Furniture Springs,
Hinges, Hooks,
Locks, Nails,
Rivets, Screws,
Staples, Wire
Nails, Etc., Etc.,
Etc.



GERMANTOWN LAMPBLACK



Quality is remembered long
after price is forgotten.

We are the originators and manufacturers of
the World's Famous Old Standard, Eagle,
Pyramid, and Globe Germantown Lampblacks.
Look for the Red Seal on every package.
Why buy the "Near Brand" when the best is
procurable.

The L. Martin Co. Established
1849
New York, Philadelphia, Cincinnati, London, Eng.

LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties,
Rope Traces, Hay Ropes,
Tow Ropes, Tent Ropes,
Hammock Ropes.

If your Jobber won't
supply them write us

CANADIAN ROPE BUCKLE

CO. Hamilton
Ontario



SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.,

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

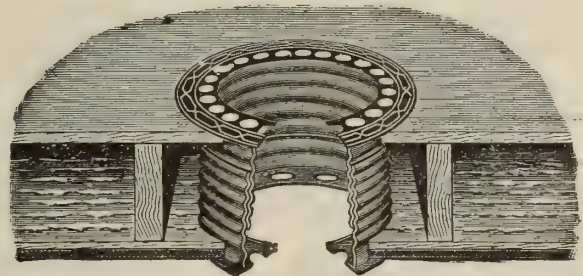
We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

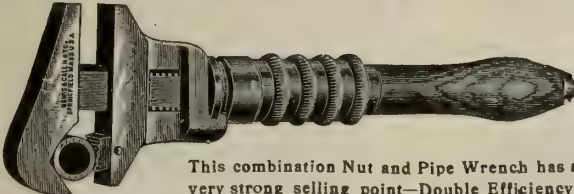
O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because
they have no springs. They are the only real good Stove Pipe Thimbles
in the market. For sale by leading jobbers, and manufactured exclu-
sively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency.
Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

ALL YOUR CUSTOMERS WILL WANT THIS SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always
wanted. No work, no waste,
no dust. Just turn the handle,
ashes sift into barrel, unburned
coal drops into scuttle. Cuts
down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY

J. SAMUELS, TORONTO, ONT.

CASH & PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a
system of our carriers in your store.
After 10 days' test, if they have not
proved their superiority to all
other makes of store service, we
will remove the equipment without
cost to you. It will pay you to in-
vestigate our modern improved
PNEUMATIC DESPATCH
TUBES AND ELECTRIC CABLE
CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

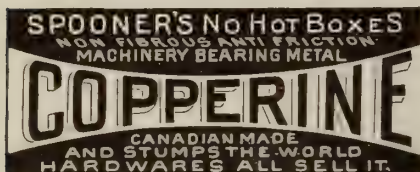
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.



BUILDERS' SUPPLIES.

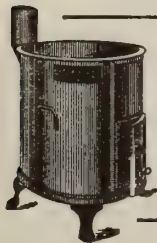
Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

CLIPPERS.



PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

BOILERS.

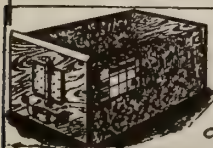


HARDWARE MEN

Put in a stock of
FEED COOKERS
Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 70% Shelf Room
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

HOOKS.



HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS
FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

EASTERN MANUFACTURERS, LIMITED


Manufacturers' Agents
SASKATOON, - SASKATCHEWAN
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.



Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

Jardine Universal Ratchet Clamp Drill

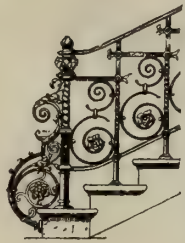
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

**New Designs
Low Prices**

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

The "Lucky Grip" Bent Trimmer Shear

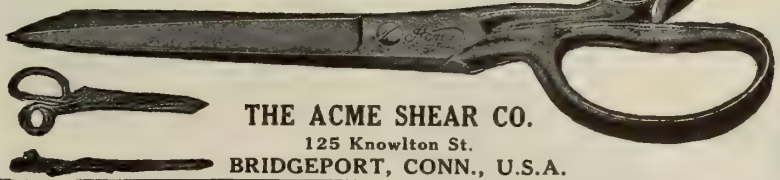
Established 1875

Pat. Aug. 15, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of

NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

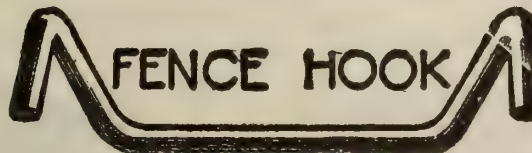


Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



FENCE HOOK

WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

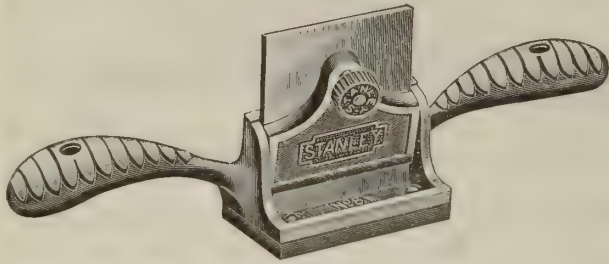
The Western Wire and Nail Co., Limited, - London, Ont.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG	PEASE FOUNDRY COMPANY LIMITED TORONTO	PEASE PACIFIC FOUNDRY, Limited VANCOUVER
---------------------------------------	------------------------------------------	---------------------------------------------

Adjustable Scraper No. 81



No. 81—10 in. long, weight 2¼ lbs. List Per Doz., \$18.00.
Packed one in a box.

Stanley Tools

This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tiling
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

Correspondence Solicited.

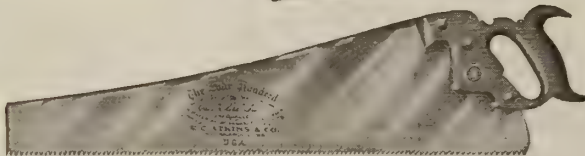
P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

PUMPS

**All Kinds
Hay Unloading Tools.
Barn Door Hangers.**

The word "MYERS" assures
QUALITY. Better write to us.

**F. E. MYERS & BRO.
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



**KERNCHEN
BUILDING
VENTILATORS**

Write for pamphlet and
Particulars. It works on
the Siphon Principle.

**PORTABLE BAKE
OVENS**

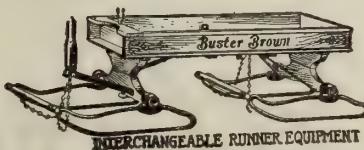
35 Sizes. Bake Shop
Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog

Attention!

Here's the line of splendid sellers



Are you handling the Buster Brown

Children's Express Wagons?

They are beautifully made, painted,
strong and easy-running. Handy
around farm, home or store.

In 4 sizes. Send for prices.

**WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT**

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

MANY HARDWAREMEN HAVE MADE A SUCCESS

of ERMALINE Cooking
Bags and have found
that a continued steady
trade has been their re-
ward.

THE NEW SCIENCE HAS TAKEN HOLD

It is here to stay —
people have adopted
Ermaline cookery be-
cause it is a method
which eliminates dirt
and saves money, time,
trouble and temper.

Many of your customers
have not tried this sys-
tem, and you can easily
get them to. The cost
is small and the results
big.

Write to-day for free
samples and particulars.

Edward Lloyd Limited

508 Eastern Townships Bank Bldg.
MONTREAL

**MOST JOBBERS HANDLE
ERMALINE BAGS**

When writing advertisers kindly mention
this paper.

John Morrow Screw and Nut Company, Limited

**"MORROW" Twist Drills
"MORROW" Screws
"MORROW" Nuts**

All are the best of their lines. The perfect kind.
These products are well worth the price the dealer asks for them.

**John Morrow Screw and Nut Company, Limited
INGERSOLL, CANADA**

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

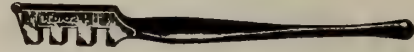
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogues.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



Our Red Devil Glass Cutters

are the finest in the world. Will cut all grades, and any thickness of Glass.

Used by all the leading glaziers in the country.

We carry a large assortment of hand honed Steel Wheel Glass Cutters, Putty Knives, Wall Scrapers and other Painters' Supplies, and will be glad to send descriptive matter and quotations on application.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

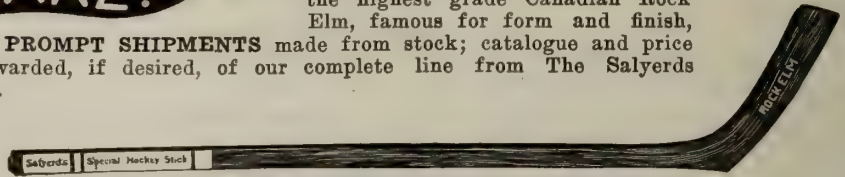
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

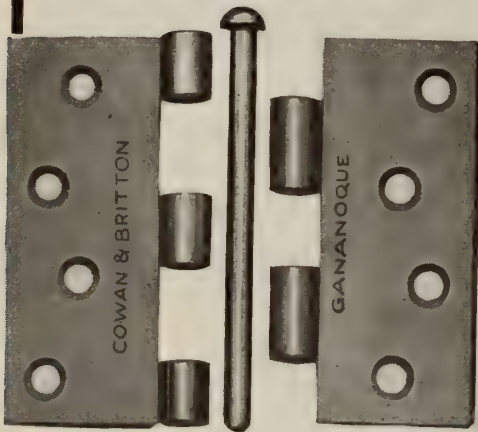
High Grade Builders' Hardware

including

Hinges, Butts, Hasps, Etc.

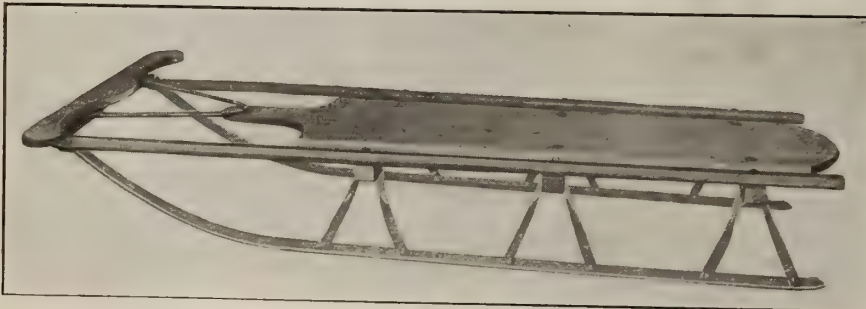
We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.

Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.



The Chatham Steering Coaster

Sell this Coaster and you give full value for money received.

Light, but very strong. Finely finished.

Doz.
No. 25—2 bench, length 35 in. List \$24.00
No. 35—3 bench, length 40 in. List \$30.00
No. 45—4 bench, length 54 in. List \$36.00

Less 50% off.

If your jobber cannot supply you, write us direct.

The Chatham Malleable and Steel Mfg. Co.,

- Chatham, Ont.

Order in advance lest you forget.

Ehle's Patent Lunch Box

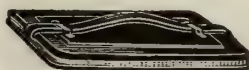
This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE



FOLDING UP



FOLDED FOR POCKET

Dimensions set up—
7½ x 4½ x 5 inches.
Parcelled 1 doz. in a bundle;
packed 1 gross in a case.
Shipping weight per gross,
80 lbs.

Prices on Application.

Manufactured by **E. T. WRIGHT & CO.,** Hamilton, Canada

(H. G. WRIGHT)

Agencies at —VANCOUVER,

WINNIPEG,

TORONTO

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.

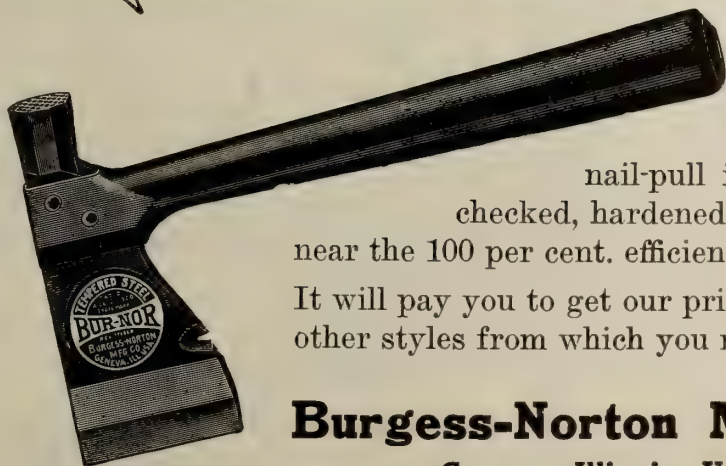


CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal



Bur-Nor Means 100% Efficiency



The Reinforced Handle, insuring 50 per cent. more service than can be had from a wooden handle, the oil-tempered blade with

nail-pull in side milled to an edge, and the checked, hardened head, place our No. 100 Hatchet as near the 100 per cent. efficiency mark as can be had.

It will pay you to get our prices and catalogue showing this, and other styles from which you may choose. Write for it to-day.

Burgess-Norton Mfg. Co.

Geneva, Illinois, U.S.A.



LOOK ON THE BOTTOM

FOR THIS "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

TRADE MARK

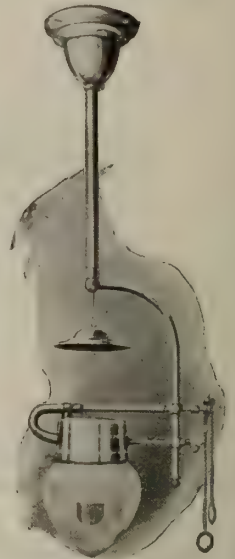
WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

Write for our Special Christmas Assortment.
It will afford you a quick turn over at good profits.

"WILL OUTWEAR ANY WARE"
THE WARE MFG. CO. LTD. OAKVILLE. ONT.

HARDWARE dealers and tinsmiths wanted

to act as our Agents for the Faultless Lighting Systems, the safest, whitest, brightest and most economical light known to science. Better and cheaper than electricity, gas or coal oil. Permitted by all Insurance Companies. Write to-day for special proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

WHY You Should Sell Our Hockey Sticks



From the selection of the wood to the finished product, experts supervise the manufacturing.

Our hockey sticks are superior to all others in design, material and finish—give them a trial and you will be convinced that this claim has a sound foundation.

Those who buy sticks upon appearance will get quality as well if you sell our brand.

Send us your order to-day—we guarantee satisfaction.

ST. MARY'S WOOD SPECIALTY COMPANY, LIMITED

ST. MARY'S, ONTARIO, CANADA

BRANCHES AT WINNIPEG AND MONTREAL

INDEX TO ADVERTISERS

Acme Shear Co.	87	Dectory of Manufacturers	86	87	Lufkin Rule Co.	Inside back cover	Raymond Bros.	86
American Bolt & Screw Case Co.	31	Dominion Cartridge Co.	32	18	Lundy Shovel & Tool Co.	18	Rem. Arms Union Met. Cart. Co.	32
American Grinder Mfg. Co.	20	Dominion Iron & Steel Co.					Reynolds & Jackson	77
American Shearer Co.	86	..... Inside back cover			McArthur, Alex., & Co.	65	Rice, Knight, Ltd.	82
American Wringer Co.	17	Dorken Bros.	8	79	McClary Mfg. Co.	26	Ross Rifle Co.	96
Angle Mfg. Co.	72	Double Claw Hammer Co.	7	8	McDougall, R., Co.	76	Salyers Mfg. Co.	90
Atkins & Co., E. C.	88	Dougall Varnish Co.	73		McGlashan-Clarke Co., Ltd.	78	Samuels, J.	85
Atlas Mfg. Co.	86	Eastern Mfrs. Ltd.	86		McKinnon Chain Co.	80	Saskatchewan Glass & Supply Co., The	83
Auto Controller Co., The	16	El. Starr Mfg. Co.	84		MacLaren & Co.	92	Seymour, Henry T., Shear Co.	83
Aylmer Pump & Scale Co.	52	Enterprise Enamel Co.	14		Magnolia Metal Co.	18	Sissons Canada Saw Co.	81
Barber Asphalt Paving Co.	15	Fisk Publishing Co.	84		Maple City Mfg. Co.	81	Sharrat & Newish	81
Barnett, G. & H.	80	Ford Auger Bit Co.	71		Martin, The L. Co.	85	Shaw, A., & Son	8
Barton-Netting Co.	78	Galt Art Metal Co., The	21		Martin-Senour Co.	73	Sheet Metal Products Co.	2
Belleville Hdw. & Lock Co.	1	Garlock Packing Co.	83		Maxwell, D., & Sons	78	Shurly-Dietrich Co., Ltd.	28
Bemis & Call Hdw. & Tool Co.	85	Gillette Safety Razor Co.	75		May & Padmore	24	Smith Hardware Co., Ltd.	90
Berry Bros.	75	..... Inside front cover			Meakins & Sons	77	Southington Mfg. Co.	86
Bosse & Banks	86	Gipe Carrier Co.	85		Metallic Roofing Co.	19	Sorby, Robt., & Sons	20
Boston Varnish Co.	72	Godell-Pratt Co.	22		Metal Shingle & Siding Co.	85	Spear & Jackson	23
Bowser, S. F., & Co., Ltd.	63	Griffiths, B. W.	10		..... Outside front cover		Spooner, Alonzo W., Ltd.	86
Brandram-Henderson, Ltd.	85	Griffiths & Son, G. L.	7		Millers Falls Co.	85	Standard Chain Co.	16
Brand, Ed.	89	Gutta Percha & Rubber Mfg. Co., Inside back cover			Mitchell & Co., David	86	Standard Paint & Varnish Co.	69
Brantford Oven & Rack Co.	89	Hamilton Cotton Co.	87		Moore & Co., Benjamin	67	Standard Silver Co.	9
Brown Boggs Co.	15	Hamilton & Son, C. J.	16		Morris & Bailey Steel Co.	10	Stanley Rule & Level Co.	88
Burgess Norton Co.	91	Hamilton Stamp & Stencil Wks.	86		Morrison Brass Mfg. Co.	4	Steel Co. of Canada, Ltd.	6
Burrow Stewart & Milne	28	Harrington & Richardson	84		Morrow, John, Screw Co.	89	Steel Trough & Machine Co.	20
Burrowes Mfg. Co.	93	Heinrich, R., Sons Co.	12		Myers & Bro., F. E.	89	Steffens & Nolle	96
Cameron & Campbell	86	Holler Aller Co.	86		National Hardware Co.	31	Stephens, G. F., & Co.	67
Canada Foundry Co.	84	Hohlfeld Mfg. Co.	76		National Mfg. Co.	13	Stevens, Hepner & Co.	72
Canada Glue Co.	11	Hutton, Jas., & Co.	84		Newman, W., & Sons	32	Stewart, Jas., Mfg. Co.	25
Canada Metal Co.	11	Imperial Varnish & Color Co.	59		Nicholson File Co.	81	Still, J. L.	80
Canada Paint Co., The	71	International Varnish Co.	63		Nickel Plate Store Polish Co.	84	Stover Mfg. Co.	80
Canada Steel Goods Co.	8	James & Reid	86		North Bros. Mfg. Co.	1	Stratford Mfg. Co.	28
Canada Wire & Iron Goods Mfg. Co.	83	Jamieson & Co., Ltd., R. C.	87		Norcross, C. S., & Sons	93	St. Mary's Wood Specialty Co.	92
Canadian Carbon Co.	14	Jardine, A. B., & Co.	86		Nova Scotia Steel & Coal Co.	89	Tallman Brass & Metal Co.	84
Canadian Copper Co.	2	Keating, Wm.	17		Oakey, John, & Co.	74	Thompson, B., & S. H.	82
Can. Fairbanks-Morse Co., Ltd.	2	Kenrick & Sons, Ltd., Archibald.	78		Ohio Foundry Co.	22	Toronto Plate Glass Importing Co.	65
Can. Kating & Ventilating Co.	26	Kuhne, Anderton Mfg. Co.	14		Onida Community, Outside back cover		Toronto Silver Plate Co.	30
Canadian Hart Wheels	86	Laidlaw Bale Tie Co.	65		Ontario Lantern & Lamp Co., Ltd.	29	Townsend & Co., S. P.	16
Canadian Oil Cos.	70	Leslie & Co., A. C.	31		Otterville Mfg. Co.	84	Want Ads.	62
Canadian Tube & Iron Co.	91	Collette Mfg. Co.	3		Owen Sound Steel Press Wks.	82	Walker Bin & Store Fixture Co.	4
Can. Rope Buckle Co.	85	Cowan & Britton	30		Owen Sound Wire Fence Co.	80	Ware Mfg. Co.	93
Caverhill, Learmont & Co.	5	Cowman-DeWitt, Ed.	12		Parmenter Bullock Co., The	86	Western Distributors, Ltd.	86
Chatham Malleable & Steel Co.	90	Davidson, Thos., Mfg. Co.	21		Pease Fdry. Co.	87	Wheeler & Bain	16
Chicago Spring Butt Co.	1	Delta File Works	69		Peterborough Cold Chisel Co.	79	White Mop Wringer Co.	74
Collette Mfg. Co.	76	Dennis Wire & Iron Co.	87		Pittsburg Lamp Brass & Glass Co.	29	Whitman & Barnes Mfg. Co.	79
Cowan & Britton	30				Pink, Thos.	83	Whitman-Martin-Walker Co.	84
Ed.								



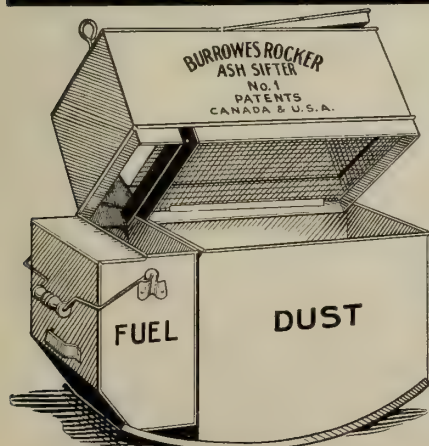
If you did, you no doubt gave your customers complete satisfaction and procured good profits. If you did not you have lost some splendid sales which you would have otherwise effected.

Do not let good profits escape you next year—make it a point to sell **Norcross Cultivator Hoes and Weeders.**

"We make nothing else and our goods show it." Our Guarantee protects you and your customers.

Canadian Jobbers who handle the "Norcross" line are:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd.,
Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H.
Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winni-
peg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St.
John, N.B.; Dunlap Bros. & Co., Amherst, N.S.

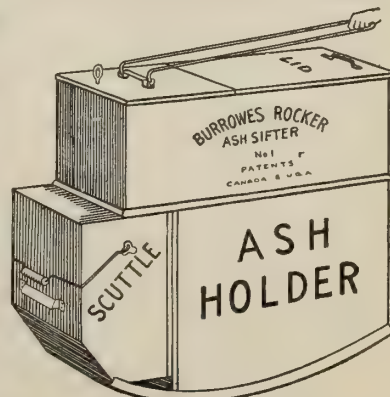
WRITE THEM FOR FULL PARTICULARS.
C. S. NORCROSS & SONS, BUSHNELL, ILL.
 PATENTEES and SOLE MANUFACTURERS



Is Dustless, Quick, Clean, and Easy to Work

Attached scuttle and double rims prevent dust escaping. How can any sifter be dustless unless thus protected? A fine screen just below the coarse one gives the ashes a double sifting, thus saving extra fuel without extra work. THE ONLY SIFTER made to work on a PAIR OF ROCKERS—Rocks as easy as a cradle, full or empty—No weight, the floor carries it all—No clogging. The LARGE SPACE FOR ASHES and the VIGOROUS ROCKING MOTION both tend to make the ashes spread RAPIDLY and sift FREELY. THE ONLY SIFTER that cinders can be DUMPED FROM SCREENS TO SCUTTLE WITHOUT DUST ESCAPING. Your stock is not complete without this sifter. There is none better. Write for full particulars, prices, etc.

The Burrowes Mfg. Co., 611 King St., West
Toronto - Ontario



Patented March 26, 1912

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bar Urns.**
Buffalo Mfg. Co., Buffalo, N.Y.
- Bath Room Fittings.**
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.
- Belting.**
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.
- Brass Goods.**
Jas. Carliland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Carriers, Cash and Parcel.**
Hamilton Brass Mfg. Co., Hamilton.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Chafing Dishes.**
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.
- Chaplets.**
S. Cheney & Son, Manlius, N.Y.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowse Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowse Ltd., Hamilton, Ont.
American Wringer Co., New York City.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Emery Cloth.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fine Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Floor Scrapers.**
Fox Supply Co., Brooklyn, Wis.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grinding Machinery.**
London Emery Works, London, Eng.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.
P. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.

Lamplack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods.
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. P., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKeech Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.

Metal Stove Fronts.
Canada Foundry Co., Ltd., Toronto.

Mop Holder.
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers.
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hew Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B. Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B. Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives.
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorcen Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones.
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops.
J. R. Torrey & Co., Worcester, Mass.

Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.

Rivets.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Seythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.

Herod Machine & Stamping Co., Brantford.

Store Ladders.
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.
Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.

The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
International Tool Co., Detroit.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnis Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster.
Manitoba Gypsum Co., Winnipeg.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., & Co., Montreal.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Mats.
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishers.
Berry Bros., Walkerville.

Wrenches.
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

42 Bulls Eyes and 3 Innings out of 45 Shots at 800, 900 and 1,000 Yards Total 222 out of 225



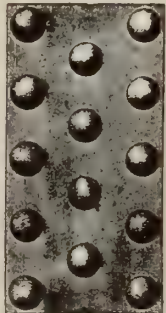
This Score of Sgt. Russell's in the Palma Trophy Competition at Ottawa on Sept. 14, established a new World's Record, and the Ross Service 303 Rifle and Ross Ammunition made this record possible.

You are probably selling foreign sporting rifles on the reputation of years ago—sell Ross Rifles now. They are the most accurate and the most powerful rifle on the market, and they are made in Canada.

We suggest special attention to the Ross High Velocity 280 Model. It retails at \$70.00, and offers the highest grade arm for men who appreciate the best. You surely have some such among your trade.

Have at least one of these on hand to show. Other models at from \$25.00 upwards.

ROSS RIFLE CO. - QUEBEC



CHECKERED PLATES FOR IMPORT



WE CAN FURNISH
ANY OF THESE DESIGNS
IN THICKNESSES FROM
1-12" TO 1" INCLUSIVE



Send us your Inquiries and Specifications

STEFFENS & NOLLE, LTD.

77 Beardmore Building

59 St. Peter St.

Montreal,

-:-

Quebec



HARDWARE AND METAL

DOMSTEEL

Wire Products

**"From Ore to
Finished Product"**



**Nail Wire, Rivet Wire, Annealed Wire,
Straightened and Cut to Length**

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our High Grade Steel Products are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron and Steel Co., Ltd.,

**HEAD OFFICE AND WORKS:
SYDNEY, N. S.**

Sales Offices: Sydney, N. S., and 112 St. James St., Montreal



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

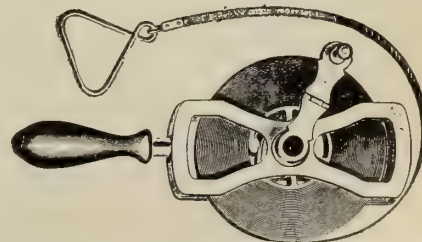
Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.
THEY ARE CANADIAN MADE.
THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.
CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



COMMUNITY
SILVER

THE FAMILY
PLATE



AVE YOU NOTICED

our new advertisements in the
Saturday Evening Post, etc.?

*Your customers
have eyes too!*

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada

November 30, 1912

No. 48

Give Your Clerks This Practical Christmas Gift

Every hardwareman realizes that the success of his business depends largely upon the ability and enthusiasm of his store salesmen.

Every step he takes in the direction of increasing the efficiency and loyalty of his staff, is a step towards larger sales and increased profits.

The habit of remembering the sales staff at Christmas time, is a good one, and tends to develop a feeling of loyalty to the store. If the remembrance comes in the shape of a year's subscription to Hardware and Metal, the dealer stands to benefit in cold cash, from the increased efficiency which will result from its weekly visits.

Give each of your chief salesmen a year's subscription to Canada's Only Weekly Hardware Paper. They will be reminded of your thoughtfulness 52 times during the year—and they will give you better service because of what they learn from its pages.

Write us now, giving the names of clerks whom you wish to remember in this way. We will advise them that Hardware and Metal is being sent them, on your instructions, as a Christmas gift from you.

Address: Subscription Department

HARDWARE AND METAL

Montreal

Toronto

Winnipeg



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.



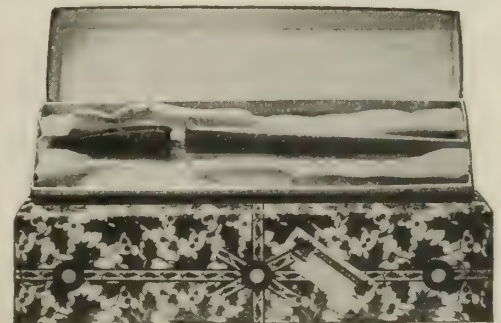
Sell the Woman of the House a Carborundum Knife Sharpener

Turkey carving time is here, so there is a demand in every household for a Carborundum Knife Sharpener. The demand is great—the market big—the profit well worth while. Make the Carborundum Knife Sharpener one of your November specials—show them in your display windows—on your counters—let your customers know you have them, for they are going to read about them in the big popular magazines.

You can order the sharpeners now—all wrapped in holly paper—sealed and ribbon-tied for the Christmas trade, or in neat attractive cartons for display work. There are two styles of the sharpeners—round or octagonal—with wood or genuine stag handle. **ORDER NOW.**

Do your Sharpening Stone Profits show that you are a Carborundum Dealer? Let us tell you about our Big Free Display Case Offers.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, NEW YORK



Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



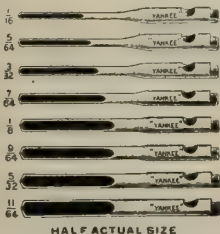
Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE



These
will bring you
**CHRISTMAS
TRADE**

**"YANKEE"
TOOLS**

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

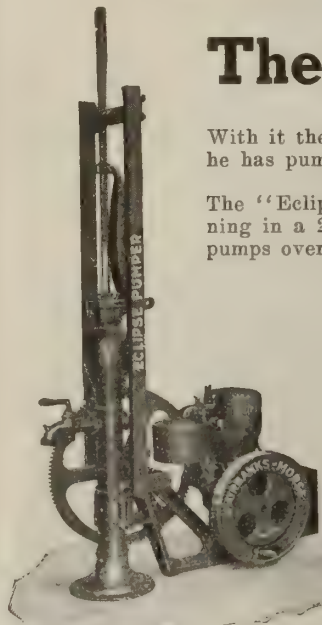
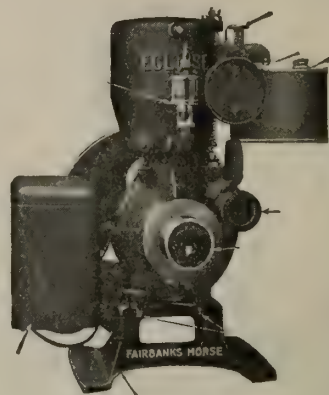
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



THE S. M. P. Royal Tea and Coffee Pots

NICKEL PLATED,

OF ATTRACTIVE DESIGN,

HANDSOMELY FINISHED,

HEAVILY NICKELLED,

WITH ENAMELLED WOOD HANDLES



Prices
on
Application



Nos.
Pints

430
3

440
4

450
5

460
6

431
3

441
4

451
5

461
6

Packed separately in cardboard boxes

Put up 1 dozen in a case

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

"Best in the Land—"
BLACK DIAMOND BRAND

A COMPLETE LINE OF HIGH-GRADE TOOLS

Axes	Saws, Hand	Saws, Pruning	Draw Knives
Adzes	" Buck	" Hack	Carpenters' Pencils
Hatchets	" Crosscut	Chisels	Wrenches
Hammers	" Butcher	Braces	Pliers, Etc.



A FULL LINE OF HIGH-GRADE CUTLERY

Carvers	Pocket Knives	Scissors
Butcher Knives	Hunting Knives	Shears
Scraping Knives	Razors	Hair Clippers

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

Try our
MAIL ORDER
Service.

To The Retail Trade In Canada

It would be hardly fair to let the most successful year in the history of the AutoStrop Razor in Canada close without a word of appreciation to our many friends for the support which they have given us during the past year.

We wish to thank them and to say further that while some razors can be sold without a guarantee as to shaving qualities or blade longevity, we have such confidence in the merit of the AutoStrop Safety Razor that we intend to continue for the next year our policy of guaranteeing 500 head barber shaves from each packet of 12 blades.

Our extensive advertising campaign is going to be continued and our advertisements will be seen in the leading Canadian dailies once a week for the year to come.

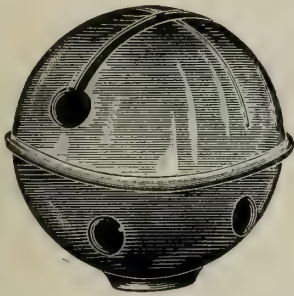
We are going to preach our guarantees as strongly as we know how, also pointing out the fallacies of any razor which cannot be stropped sharp after the first shave.

AutoStrop Safety Razor Co. Ltd.

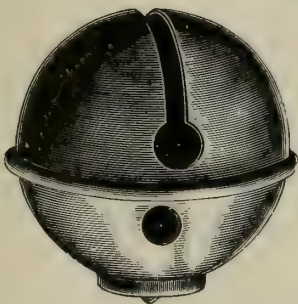
400 RICHMOND STREET WEST

TORONTO

FINE-TONED SLEIGH BELLS

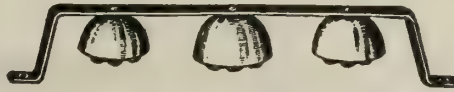


No. 63.—Red Leather Strap, 12 Steel Bells, Nickel - Plated, on each.



No. 122.—Black Leather Strap, fitted with 12 Nickel-Plated Bells

Top Shaft Chimes



No. 100.—Bell-Metal Gongs, Polished and Nickel-plated.

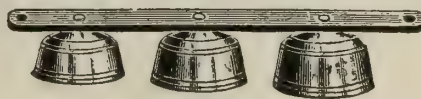
Bottom Shaft Chimes



No. 32.—Fine-Toned Cast Gongs, Harmonized, Nickel-plated and Polished.

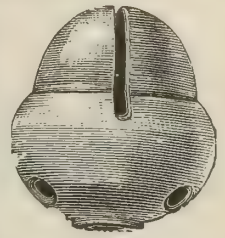


No. 90.—Deep Cup Cast Bell-Metal Speeding Chimes, Nickel-plated and Polished.

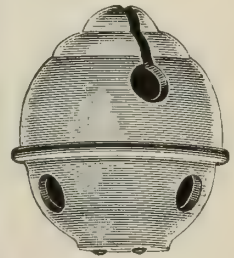


No. 28.—Cast Bell-Metal Gongs, Harmonized, Nickel-plated and Polished.

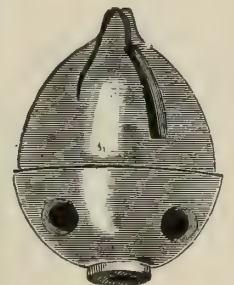
***Our General Catalogue
Shows Full Line***



No. 18.—Black Leather Strap, fitted with 12 Cast Bell - Metal Bells. Fine tone.



No. 800. — Red Leather Strap, fitted with 50 Cast Bell - Metal Bells. Fine Musical tone.



No. 894.—Russet Leather Strap, fitted with 50 Stamped Bell-Metal Bells.

Caverhill, Learmont & Co.
Montreal

THE STEEL COMPANY OF CANADA LIMITED

QUALITY

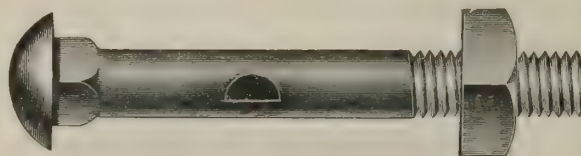
is the paramount consideration in the purchase of BOLTS and NUTS. In nearly all cases the requirements of the work demand it, and the ultimate consumer always appreciates good goods. Threads must be full, nuts fit properly, necks full square and heads standard size.

It has always been our aim to consider the manufacture of

BOLTS and NUTS

from the consumers' standpoint—to give full value and make him a satisfied user of our products.

We have the facilities in our six factories for the production of an enormous quantity of these goods, whereby we are enabled to specialize, and where our long experience and varied knowledge of the trades' requirements, permits us to ensure that our goods will always give complete satisfaction.



Full Square Neck—Clean Cut Thread—Perfect Fit

Full stocks of standard sizes enable us to make prompt deliveries.

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.



Winter Sporting Goods

With the arrival of the hockey season some lines of Sporting Goods are almost sure to run low. We are ready to attend promptly to your orders. How about Sleighs, Skates, Hockey Sticks, etc. Ask for the SAMSON HOCKEY PUCK.

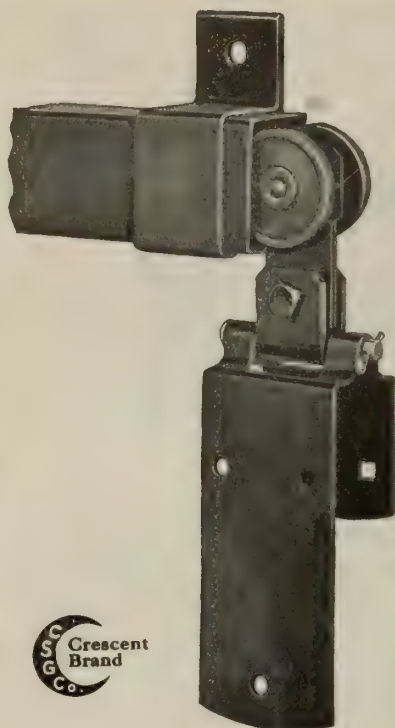
SEND US YOUR ORDERS.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



**The Hatch Trolley
Hanger**

BE A LIVE WIRE!

The Hatch Trolley Hanger is one line that helps you to obtain this reputation.

This Hanger carries the heaviest doors, is the simplest made, and gives a good profit to the dealer.

Place your orders early and prepare for the big building boom in 1913.

**Canada Steel Goods Co., Ltd.
Hamilton, Ontario**

Makers of the famous Crescent Brand Butts and Hinges.

Just Hand Your Customers The "Bayard" That's All. The "Bayard" Baby Automatic Pistol Is The Safest And Most Popular Of All Pocket Pistols Made. Powerful, Sure And Accurate.

The Little Giant Caliber .32

Length of Pistol 4 $\frac{3}{4}$ inch
Height of Pistol 3 $\frac{3}{8}$ inch
Thickness of Pistol $\frac{5}{8}$ inch

Penetration at 10 yards: Four $\frac{3}{4}$ inch pine boards placed 2 inches apart.

Penetration at 100 yards: Three $\frac{3}{4}$ inch pine boards placed 2 inches apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. You cannot shoot it until it is properly closed, making accidents impossible. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. Pistol, although it shoots the powerful .32 Cal. Cartridge.



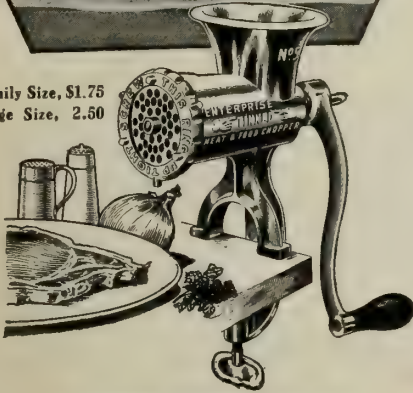
A Midget Automatic Caliber 7.65 $\frac{M}{M}$

Weight of Pistol Magazine
empty 15 $\frac{3}{4}$ ozs.
Weight of Pistol Magazine
filled 17 ozs.
Initial velocity of bullet .. 837 feet

***Write for Descriptive Booklet. It tells you all about Bayard Arms.
McGILL CUTLERY CO., Reg'd. P.O. Box 580, Montreal, Canada***



Family Size, \$1.75
Large Size, 2.50



No. 501
Small Size, \$1.25
No. 602
Family Size, \$1.50
No. 703
Large Size, \$2.25



These handsome and effective illustrations are typical of those appearing in our 1912-13 advertising.

You ought to handle all these ENTERPRISE Goods
—They are Staple.

Meat and Food Choppers
Bone, Shell and Corn Mills
Polishing Irons
Cherry Stoners
Beef Shavers
Tobacco Cutters
Raisin Seeders
Measuring Faucets
Cobbler's Kits
Electric Mills
Drug Presses
Flagpole Holders
Bunghole Borers
Paint Faucets

Sausage Stuffer and Lard Presses
Saw Irons
Coffee Mills
Ice Shredders
Cheese Cutters
Motor Choppers
Lawn Sprinklers
Bait Choppers
Meat Hooks
Paste Makers
Tincture Presses
Measuring Pumps
Cork Presses
Vegetable Slicers

Every Day Counts Now

Housekeepers are ready. Times are good; crops enormous; factories working full time. Purses bulging. The buying season is on and high quality is in greater demand than ever before.

Our big advertising campaign now running stands at the head in attracting buyers. Look in the good magazines and leading publications and see how large space advertisements are telling the news about Enterprise specialties and reaching more people than ever before.

We have a plan to bring these reading buyers to your store after our goods and keep this point in mind:

If it is an

ENTERPRISE

Then it is Profitable for You

The illustrations show the class of illustrations we are using in the ENTERPRISE MEAT AND FOOD CHOPPER publicity. Attractive? Sure! Trade winning? You have guessed it. Always easy to sell. Enterprise goods are more popular than ever. Our reputation grows, because it backs up our advertising and the home-makers know that any article with our ENTERPRISE stamp is made up to the highest standard of manufacture.

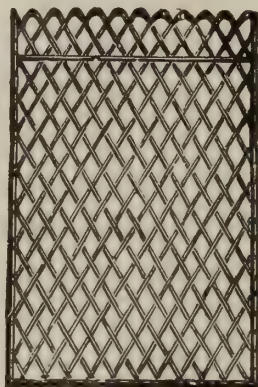
Write to-day for Enterprise Catalogue

A book that will be in frequent demand for reference. A partial list is given in this advertisement. We will send you free our selling helps, including window trims and store hangers, beautiful and effective advertising matter, and a service that is free.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, Pa.

21 Murray St., New York, N.Y. 530 Golden Gate Ave., San Francisco
176 N. Dearborn St., Chicago.

WINDOW GUARDS



For Stores, Warehouses, Factories, Basement Windows, etc.
and all kinds of

WIRE WORK

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.**

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

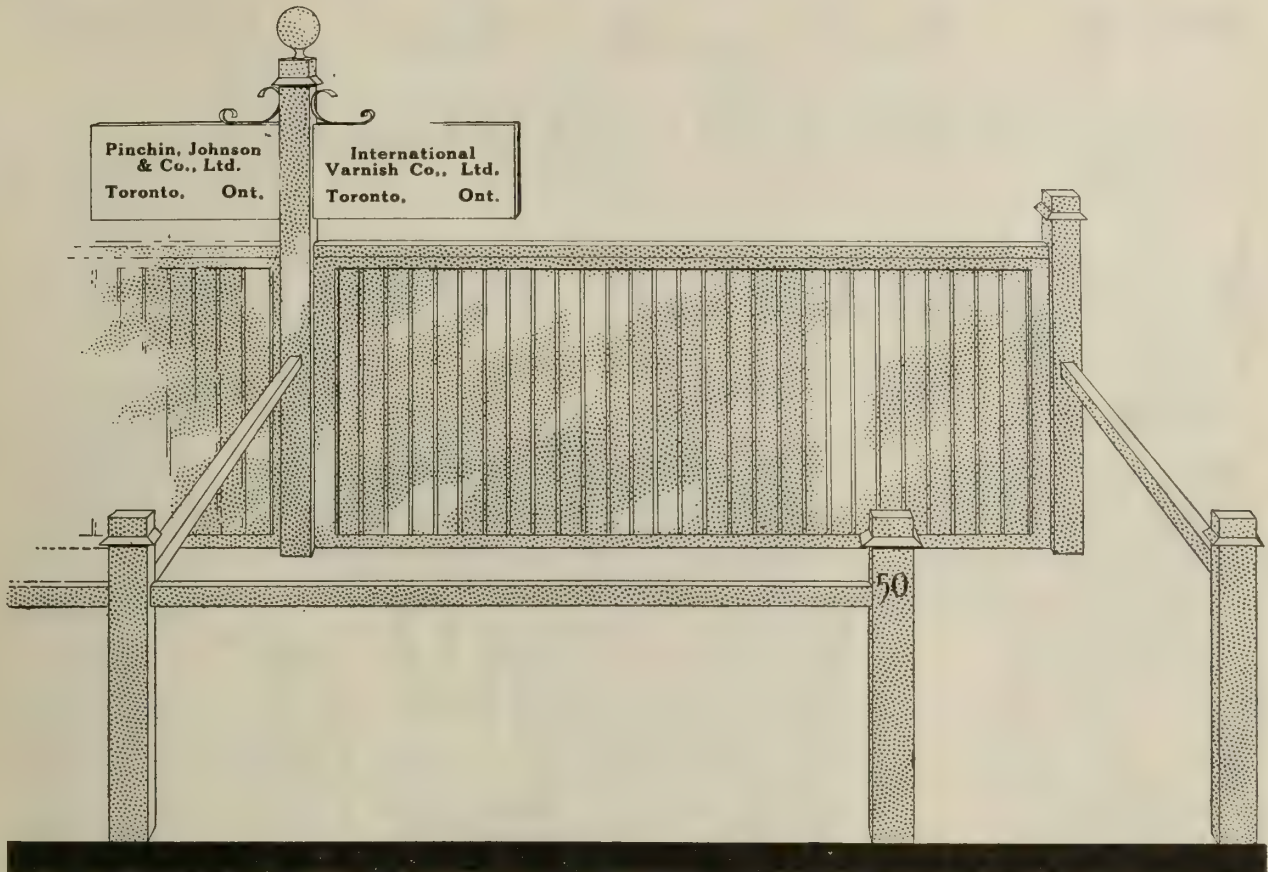
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.



Canadian Hardware Manufacturers Exhibition Association

WILL EXHIBIT AT

13th Regiment Armories, Hamilton

February 17th, 18th, 19th, 20th, 21st, 22nd, 1913

DURING ANNUAL CONVENTION OF

Ontario Retail Hardware and Stove Dealers' Association

Plans of Exhibition, Location of Booths will be ready for
Members November 11th. For full particulars write

Canadian Hardware Manufacturers Exhibitors Association

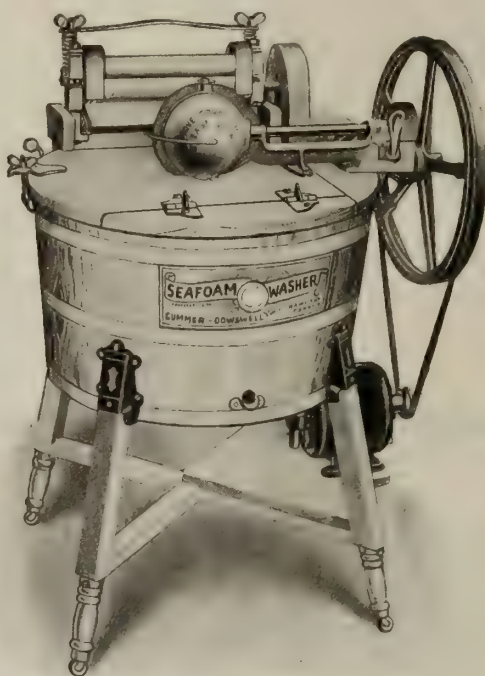
F. M. TOBIN, Secretary-Treasurer, WOODSTOCK, ONTARIO

Home Laundry Helps

There is nothing a Hardwareman can suggest that will so help a customer choose an appropriate and useful Xmas gift.

They fit every purse and will keep a Housekeeper happy 52 Washdays every year.

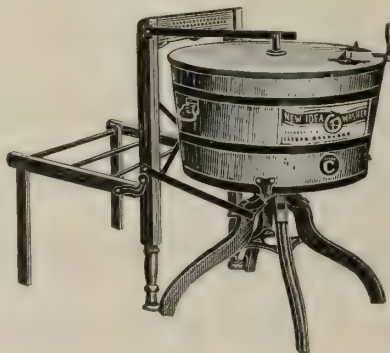
They're the handiest thing in a Woman's Workshop.



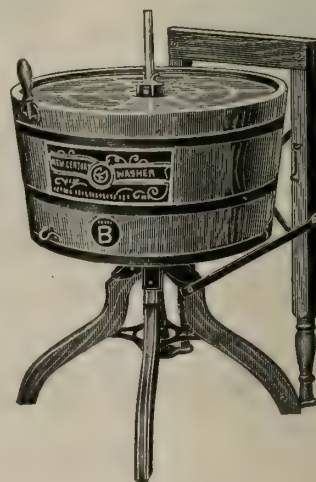
Seafoam Electric
Combination Washer and Wringer



Playtime



New Idea



New Century

Power Washers

Electric
Water Motor
Belt Driven

Power Washers and Wringers Combined

Electric and Belt Driven

Laundry and Power Wringers

7 Styles—8 Sizes—4 Grades.

Hand Wringers

5 Year ANTI-CHEMICAL
Grade

6 Styles—16 sizes

5 Year ARROW BRAND
Grade

21 Styles—43 Sizes

3 Year ARROW BRAND
Grade

22 Styles—48 Sizes

2 Year Grade

11 Styles—16 Sizes

1 Year Grade

23 Styles—57 Sizes

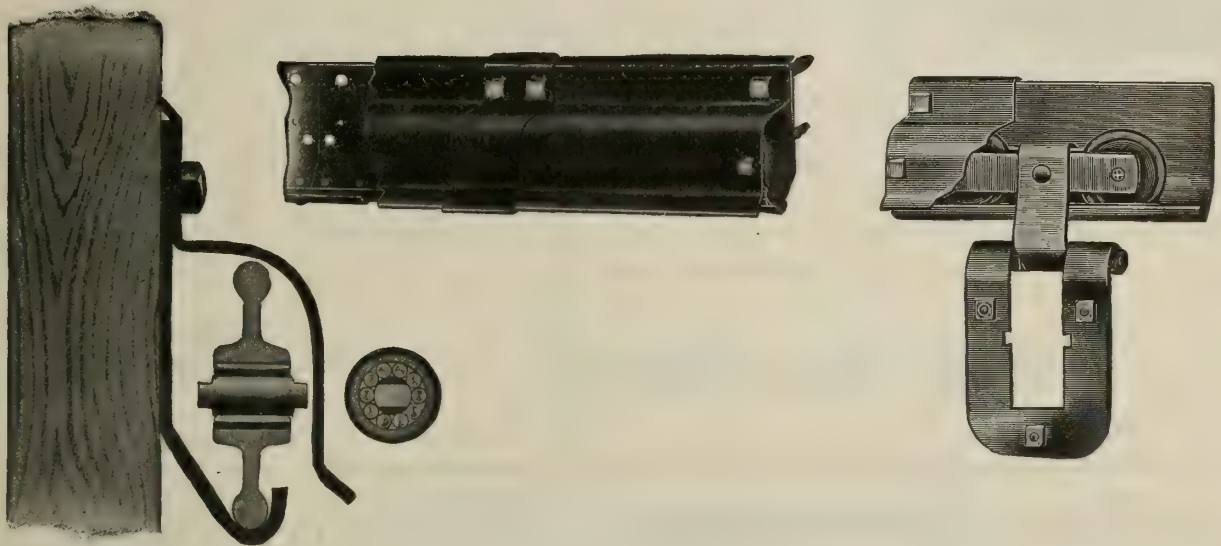
Clothes Mangles

Rotary Lawn Clothes Dryers

Cummer-Dowswell Ltd., Hamilton, Ont.

Agents—W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg,

Storm Proof Hanger and Rail



This is a comparatively new product that has met with remarkable success in all sections of the country.

Absolute simplicity, heavy stock, and the rugged lasting qualities that go with it, characterize this model.

Together with the Tite-Fit Rail, you will find a ready, steady sale for this, the anti-friction, water-shedding, **permanent** hanger and rail that never fall down in the matter of Service.

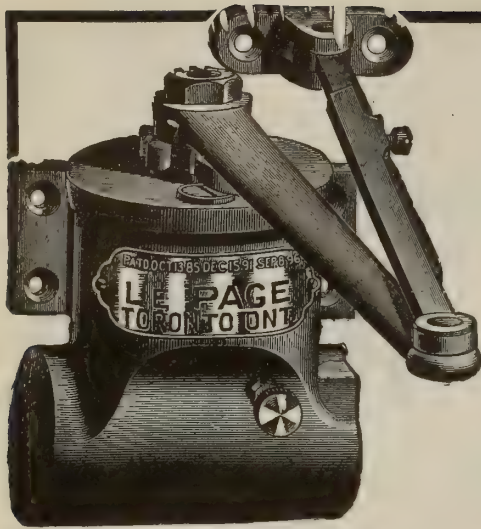
Packed one pair in a box, with bolts, lag screws, end caps and cover-splice for rail. One dozen pairs in a case.

Rail is unusually easy to attach, fitting close to the building and forming a perfect shedder of water.

Made in 4, 6, 8 and 10 foot lengths—two lengths to a bundle.
Details on request.

National Mfg. Co.

Sterling, Ill.



Every Hardware Dealer Should Be Familiar with

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

It's Profitable And Is Certain To Give Buyers Complete Satisfaction.

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade as it gives a satisfaction that is essential to procure re-orders.

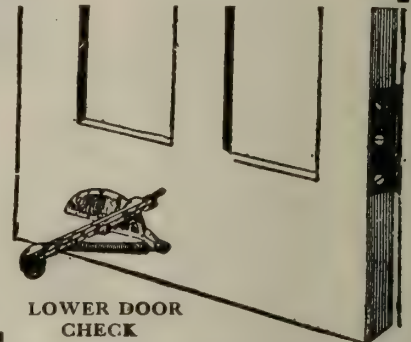
Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

Write for full particulars now.

WM. KEATING

266 MACDONALD AVE.

TORONTO



LOWER DOOR
CHECK

**Keep a Reserve Stock
in Regina!**

TREAT your Western trade a new way. Ship us your line in carload lots direct to Regina. This saves freight on the long haul.

Order us to reship for the short haul to destination, anywhere in the West, on any road. This means you pay the high rate on a short haul only, for broken carload lots. You save freight again.

Our plan revolutionizes your selling methods in the West. You can do big "rush order" business. You save weeks of time. You get preferential orders.

Write us for our exact plan for your business. Do it to-day.

**REGINA STORAGE & FORWARDING
COMPANY, LIMITED**

REGINA - - SASKATCHEWAN

THE CORONA ROASTER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

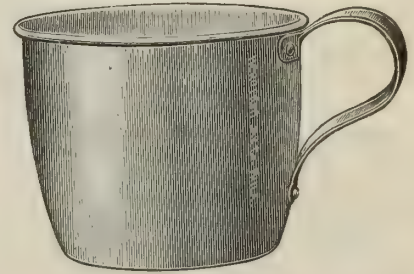
Jas. D. Fletcher, Canadian Representative
162 Bleeker St., Toronto.

Some Hero Quality Suggestions IN Aluminum Ware



NO. 751

The little "Shaker" miniature Salt and Pepper.



NO. 702—Child's Cup
Can be furnished engraved as desired.



NO. 767

T-Pot Tea Ball—designed to brew enough tea for six good cups. Extra large perforations.



NO. 762—Spoon Holder
(U.S. Patent Pending)

The handy way in stirring times, to keep the spoon handy. Drains inside. For large spoons and small. Mounted on attractive cards.



NO. 761

Butter Mould, Fleur-de-lis Design, Polished Hardwood handle.

WRITE FOR
CIRCULAR NO. 2

MANY HOUSEHOLD
ARTICLES of UTILITY

THE HERO MANUFACTURING CO.

P.O. Station K.

- - -

Philadelphia



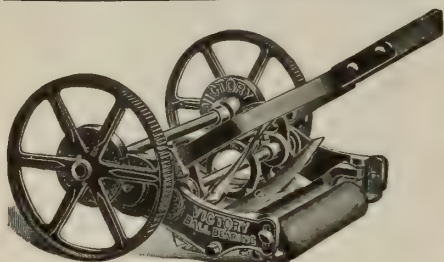
GIVES SATISFACTION WHERE ALL OTHER METALS FAIL

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE AND FACTORY:

225 ST. AMBROISE STREET, MONTREAL



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

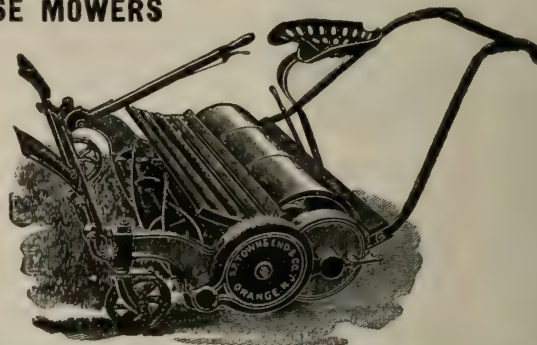
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Reap Good Profits

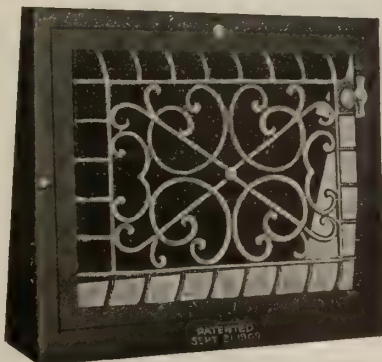
and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the

HAMILTON ²² CALIBER **RIFLES**

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices. *For Sale by All Jobbers*

C. J. Hamilton & Son, Plymouth, Mich.

This rifle is excellently finished — the working parts are made of the strongest and most durable metal, and can be easily kept in order.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Smart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

You Cannot Offer Your Trade Better Satisfaction-Giving
Goods Than

CRESCENT SILVERWARE



No. 110
CAKE PLATE

Satin and Bright Cut. Price, net. \$1.25.

Our cake plate No. 110, satin and bright cut. This is a particularly well finished article, sells at a medium price—a price which the average person can afford.

Our No. 510 Fruit Basket, which is very neat in design, will give undoubted satisfaction and retail at a popular price.

Those wishing to pay a fair price for a gift will buy it on sight. *Order to-day for immediate shipment.*



No. 510
FRUIT BASKET

Burnished Centre. Satin
Bright Cut. Applied Roc-
oco Trimmings. Full
Plate. Price, net \$2.25

DEFRIEZ & WOODMAN, Limited

Head Office and Salesroom :
64 Wellington Street
TORONTO

Factory :
ALLISTON, ONT.

Branch Salesrooms :
Coristine Building
MONTREAL



**Our
Sectional
Plated**

**Rogers & Bro.
★ Flatware**

Like our famous Eagle Brand, it is backed by our unqualified guarantee and reputation of 50 years spent in the manufacture of high grade flatware.



**Verona
Pattern**

This neat design will meet with the immediate approval of your most particular customer desiring a high grade table decoration.

Send for our
"O" Catalogue

**A Mail Order will receive our prompt
attention**

**Standard Silver Company,
Limited**

Toronto, Canada



The Hardwareman

*who is not
handling our*

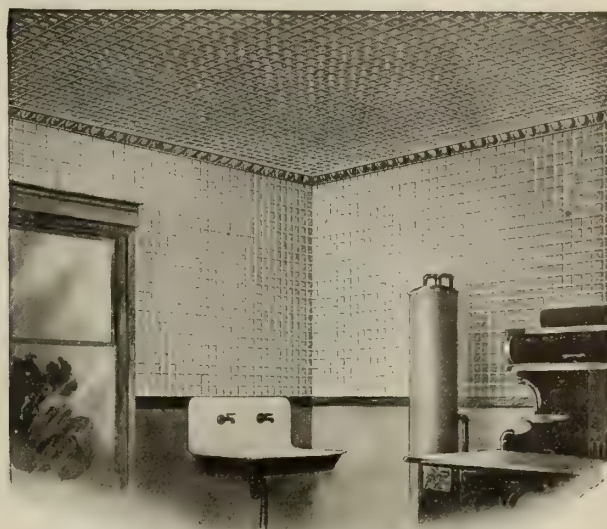
“Metallic” Ceilings and Walls

*is not making as much
money as he might.*

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

*There is nothing to touch “Metallic”
for Kitchen Ceilings and Walls.*



THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers
of **Lumber Tools**
PEMBROKE, ONT.



PERFECT MITRES
are always made with
THE
LANGDON
ACME
MITRE
BOX

When supplied
with back saws

fitted by ourselves, they are warranted to do
perfect work.

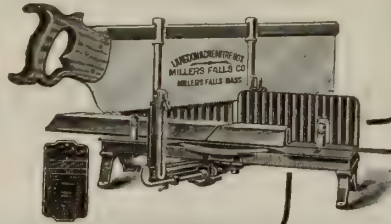
QUICKLY ADJUSTED FOR ANY ANGLE. Some of the advantages over older models are:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the **FREE** book
"Tool Practice"

Millers Falls Co.

28 Warren Street
New York



A Good Year-round Seller !!

is within your reach. Seize
this opportunity to stock

The "Tweed"
Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED - - - ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

**Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

**Drop us a Card for FREE Copies of Blue
Prints for Septic Tanks and Catalogues
for Pneumatic Pressure Tanks**

The
JOHN
STEVENS
Co., Ltd.

**Wholesale Plumbers'
Supplies,
WINNIPEG**

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster



No. 200—11½ x 18½ x 8 inches

THE "STERLING"

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto

Goodell-Pratt's

Bench Punch No. 140

Dealers, there is a sale for Goodell-Pratt's Bench Punch in your locality if you only let your customers know you have them in stock.

This machine is strong enough and heavy enough to punch $\frac{3}{8}$ -inch holes in soft steel or iron $\frac{1}{8}$ -inch thick, 4 inches from edge.

Bench Shear No. 150

Is a practical hand machine for cutting soft metals. Tinner, Plumbers and Metal Workers use them.

Lever is 25 inches long. Will take work up to 3-16.

Ask us about these machines.

Catalog sent to all who ask.

140

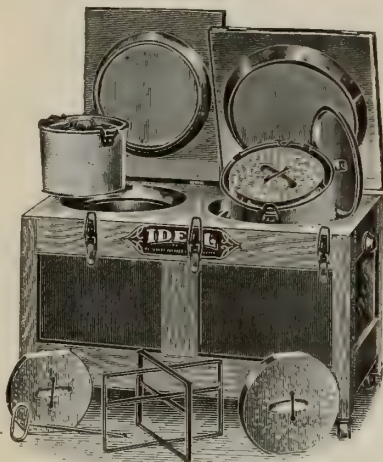
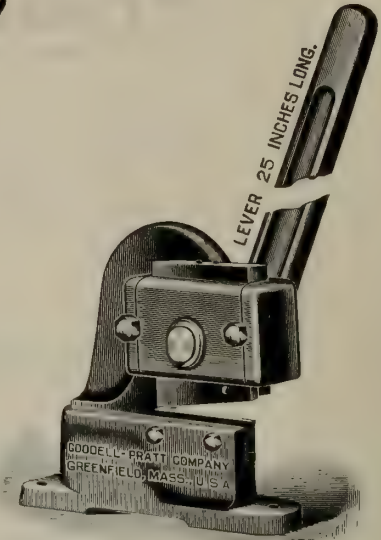
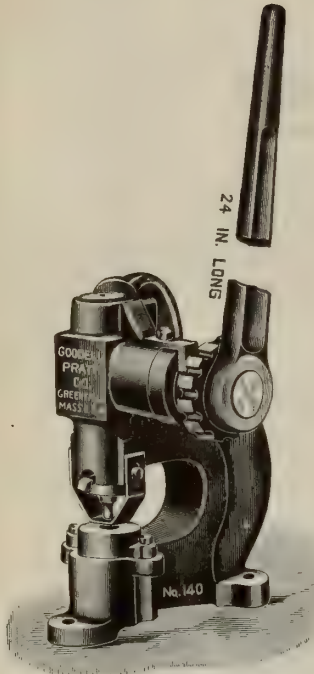
Goodell-Pratt
Company

Toolsmiths

Greenfield

Mass., U.S.A.

150



Pure Aluminum lined "IDEAL" Fireless Cook Stoves.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line.

Write us at once for prices and printed matter.



The Toledo Cooker Company

1608 W. Bancroft St.

-:-

Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.

"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

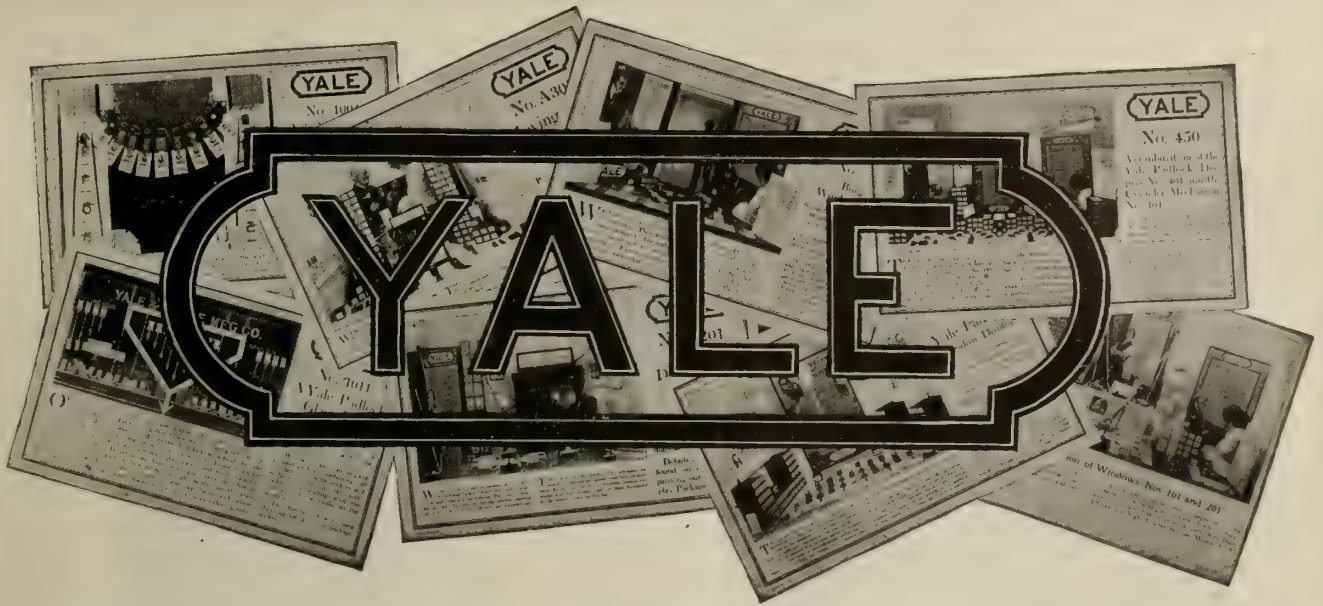
the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started; here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.



"IDEAL" Steam Cookers—the Cooker with the whistle.



Here are some letters regarding our Window Display Service

THESE letters have been written by men in your business, men who have found themselves face to face with the same problems of trade development which confront *you*.

Y. & T. Mfg. Co.:—

We wish to thank you for the big display installed in connection with your moving key machine, as same has been the best paying window exhibit we have ever had and our window has been the talk of Philadelphia, and has sold us a large quantity of goods.

We are certainly very much pleased with the result and would like to ask if you can arrange to let us have this window display again in the fall or something its equal. Very truly yours,

Central Electric & Lock Co.

Philadelphia, Pa.

Y. & T. Mfg. Co.:—

We desire to thank you for the very attractive window display which you recently gave us, and report that we have sold more Latches during the past two or three weeks than at any other like period, and have received more inquiries due, we believe, in a great measure to your exhibition.

Yours truly, J. J. Snyder & Son.

Brooklyn, N.Y.

Y. & T. Mfg. Co.:—

Please send your Window trim No. 301 Yale Night Latches. We used the one you sent some time ago, also advertised it in the local papers and received fine results. You certainly understand how to assist the dealer.

Yours truly,

The James E. Young Co.

Lake City, Fla.

Y. & T. Mfg. Co.:—

We had your burglar window display with a display of Yale Goods in our North show window.

Numbers of people were admiring it, especially Saturday evening and night, and we congratulate you on your successful store window advertising. We know this display is mutually advantageous.

Very truly yours,

F. J. Brueser & Co.

New York, N.Y.

The above letters show how these dealers received an immediate and definite help through the *free* Yale Window Display Service. Let us tell you more about it.

Address: Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks,
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works : St. Catharines, Ont.

HARDWARE dealers and tinsmiths wanted

to act as our Agents for the Faultless Lighting Systems, the safest, whitest, brightest and most economical light known to science. Better and cheaper than electricity, gas or coal oil. Permitted by all Insurance Companies. Write to-day for special proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO

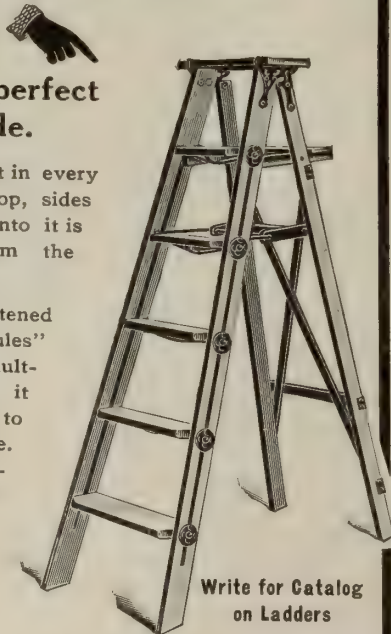
The "HERCULES" Step Ladder

Is a Splendid Year-Round Seller

It is the most perfect
Ladder made.

This ladder is made right in every particular. The wide top, sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.



Write for Catalog
on Ladders

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

When You Sell Clipping Machines Sell the World's Best



They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It



CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

Products That Sell In The Winter

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready NOW.

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

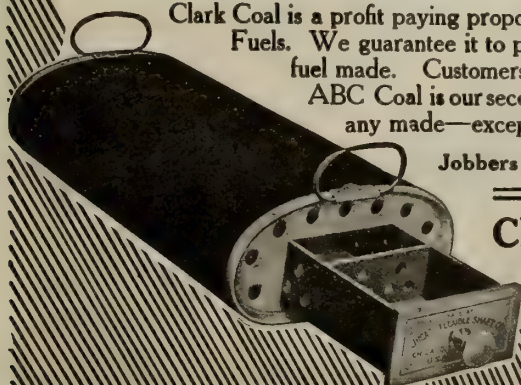
Clark Heaters and Clark Coal

Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers buy this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

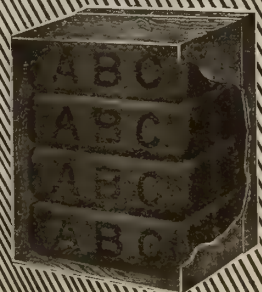
Jobbers sell these—or write for 1910-1911 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago



Liberal Advertising all the time makes Clark Products the Dealers' Line



McClary's



"Perfection" ***self-basting roaster***

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven.

***It gives meat and fowl THAT
delicious flavor***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon



SOMETHING NEW **EMPIRE CANOPY**

**The Most Up-to-date
Moderate Priced Cast
Range on the Market**

Best Material Finest Workmanship

Every Part Perfect

Made Square Reservoir and High Shelf

Best Removable Nickel Plate Trimmings

Duplex or Dock Ash Grates 18-inch Oven

5-9 inch and 1-8 inch Covers

AN IDEAL RANGE FOR CITY AND TOWN TRADE

MADE BY

Canadian Heating & Ventilating Co.

OWEN SOUND, ONTARIO

LIMITED



Sudden Weather Changes
with possible
Fuel Shortage

are sufficient to prove
the adaptability
of the

Champion
Interchangeable
Gas Range

Some Interchangeable Features

Four 5-inch star burners under covers, one broiling and one baking burner.

Strictly sanitary—the enamelled broiler pan and rack can be kept perfectly clean.

The gas attachment (for either natural or artificial gas) does not prevent the range being used as a coal or wood range.

Delay and worry are avoided.

McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

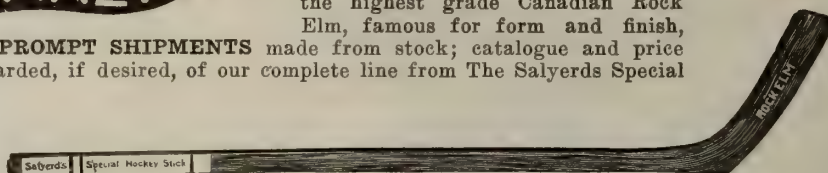
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

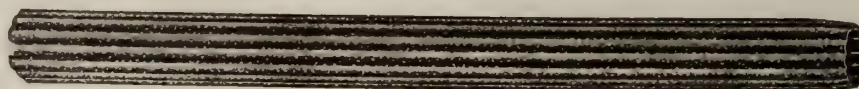


Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Corrugated Iron, Straight or Curved

Eavetrough, Conductor Pipe, Ridge Roll, Valleys, Skylights, Elbows and Ventilators.

WHEELER & BAIN

The Quick Shippers

Toronto



Stanley Tools

With every assortment of "JERSEY" VISES, a Stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales.

Send for our special Vise circular which contains complete description of all styles made.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Plymouth Rope Quality

Its Promise For You

"We also take this opportunity of expressing our entire satisfaction with the quality of your products and wish to state that our sale on same has been such that we have discontinued handling any other brands of rope, both here and in our store at ————, Mich., selling the Plymouth Cordage only, and that our sales on cordage have increased since we have confined ourselves to Plymouth products."

To users everywhere quality goods mean better and longer service, greater value—hence satisfaction.

Quality goods afford *dealers* the one sure means of earning the customer's *confidence*.

The sale of quality goods *only* in any line makes this bond *permanent*—holds present trade, develops new trade—increases the *total* business on that line.

Plymouth rope is pre-eminently a quality product—the right rope for you.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg
and Vancouver.



The Mark of Leadership



Guaranteed by
The MARK of the MAKER

THAT trade-mark protects you and guarantees to your customers the fine English tool steel, high temper, sharp edges, well turned and fitted handles and fine finish of P. S. & W. Chisels and Gouges.

The largest and finest chisel line manufactured.

Write for Catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

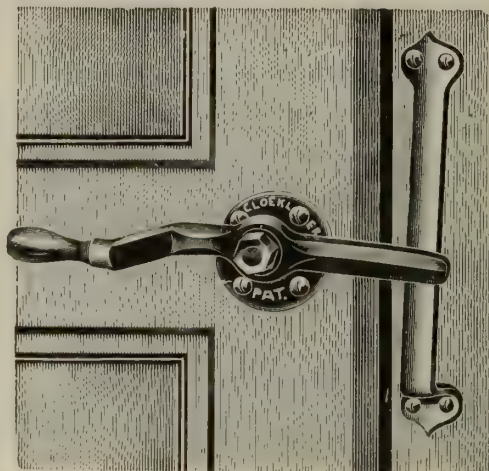
The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood, Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.
MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware
Established 1819
Address 29 Murray St., New York, N. Y., U. S. A.

Gloekler's Patent FASTENERS

For Refrigerator Doors and
Cold Storage Work

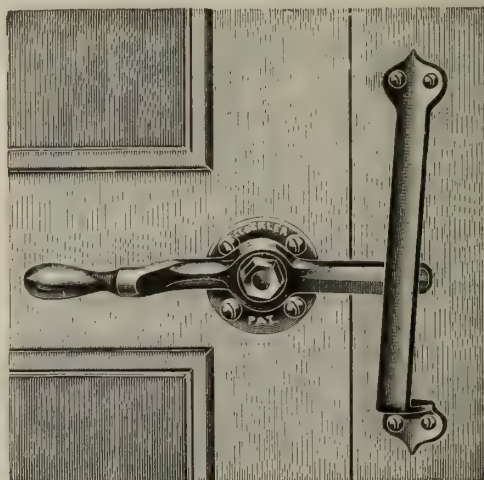


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U.S.A.



FREE DISTRIBUTION OF THE STANDARD WORK:

“HOW TO COOK IN PAPER BAGS”

We have made special arrangements to supply 10,000 copies of this book to the trade for distribution amongst their customers.

A complete guide to the modern ERMALINE SYSTEM of cooking with Paper Bags, containing receipts and suggestions that are invaluable.

We are making a nominal charge of 15c. to cover cost of packing and postage in the case of single copies. Large quantities by express collect.

EDWARD LLOYD, LIMITED

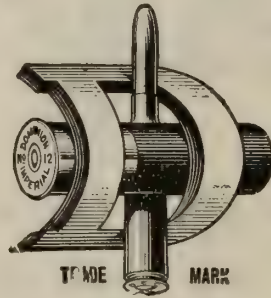
Manufacturers of Ermaline Cooking Bags

Eastern Townships Bank Bldg.

MONTREAL

Distributors in all parts of Canada

Dominion Ammunition made by Canadian Workmen, for Canadian Sportsmen.



When buying Ammunition you can make no mistake by buying Dominion, as every cartridge is fully covered by our guarantee. "A new box of cartridge for every mis-fire."

A full line of all standard sizes carried by all dealers.

Dominion Cartridge Company, Limited
Montreal, Canada

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

We are now distributing free samples to every house in Toronto—other cities and towns will be sampled in the same way. Take advantage of the big sales which will result.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa,

Toronto,

Quebec,

Winnipeg

Selling Explosives for Use on Farm

This is a Good Time to Push the Sale of Explosives for Stumping and Breaking Up Land—A Successful Campaign Waged by the Kingan Hardware Co., Peterboro'—Details of Window Display.

There is no denying that the time to push an article is when the prospective purchaser is liable to be most in need of it, or take most kindly to it. For which reason, this is an excellent time of the year for the hardware dealer to feature explosives for clearing land, stumping, digging ditches and similar work.

This is the time of the year that lends itself best to such work. The farmer just now is enjoying a lull after the garnering of the crops, and has probably more time on his hands for this work than at any other season. It is such times as this that are given over on the farm to the needed improvements that the rush of work at other seasons will not allow time for.

One hardware firm that has realized that the present is the proper time for the featuring of explosives is the Kingan Hardware Co., of Peterboro', Ont. They have been conducting a particularly strong campaign in an effort to raise this line into prominence. They have combined several commendable methods in their campaign, including window display, advertising and personal salesmanship. All these have been followed at one and the same time

to demonstrate the possibilities of an explosive on the farm in clearing the land of boulders, and stumps, digging ditches and breaking up of the subsoil for the better growth of fruit trees, etc. By bringing various publicity and selling agencies into play at the one time, results have been much better than if they had been conducted singly.

An Effective Display.

One of the outstanding features of the campaign was a window display of particular merit, very successful in the object aimed at—that of driving home the usefulness and advantages of explosives in conducting certain work about the farm. The exhibit in the window showed in convincing manner the actual results of a demonstration that had taken place on the land of a well known farmer in that district. It showed, for instance, a portion of a pine stump blown out by $\frac{1}{2}$ stick of the explosive sold by this firm, as well as its work in the breaking up of iron-stone. Very convincing also was the comparison of the growth in ordinary soil and that broken up by this explosive. A fruit tree grown on land broken up by the explosive was much more ad-

vanced and sturdier than that grown in a spade dug hole. Corn grown on the same soil was much better than that on the ordinary. Actual demonstrations are always convincing and for this reason, the window display was valuable.

In addition to the convincing arguments, which it presented, the window display, which was arranged by S. G. Taylor and H. Hanwell, of the Kingan Hardware Co., was attractive in its setting. It was put in on a Friday, so as to catch the eye of the farmers who always come to the city in large numbers on Market day. Arranged with the idea of attracting the attention of the farmer, it also created a great deal of interest among the city people on account of its originality, and in this particular had a considerable advertising value even among city people.

In conjunction with the window display, advertising of this particular article was carried on. An advertisement pointing out the merits of the article was run in the local papers and a circular was also sent out to the farmers in the district. Emphasis in both cases was given to the fact that it could be used in winter, when farmers had more time for this work, without the least



A practical window display to show the good results that farmers who used explosives had obtained.

danger. Its advantages in saving time, labor and money were dwelt upon. Farmers were invited to call and talk it over.

Then, the third method brought into play was personal salesmanship within the store. When an enquiry was made regarding the article, every effort was put forth to show its advantages, and that it could be handled even in the coldest weather without the least danger.

The Circular Sent Out.

The circular sent out to farmers in that district was as follows:

FARMERS AND CONTRACTORS.

Save Time, Labor and Money by Using A Powerful and High Explosive.

"———" Stumping Powder is one of the most modern and thoroughly efficient Stumping Powders on the Market to-day; it has been in use for years, giving absolute satisfaction on various kinds of work; it is manufactured at one of the most perfectly equipped high explosive factories in the country, by modern methods and machinery, which ensure a finished product of absolute uniformity and quality.

The most important matter in this connection is the non-freezing quality of "———" as compared with dynamite, and other stumping powders, and gives as good satisfaction in winter and summer. This feature of "———" eliminates all danger and cost of preparing explosives for a shot, also eliminates any danger in regard to misfires, which are apt to occur any time with other explosives, owing to the cold climatic conditions of this country.

You know where those unsightly and undesirable big stones and stumps are, that your plough hits when ploughing. Why not remove them at once by using "———"; the cost of removing them is only a few cents.

The greatest article in the world for planting trees, digging ditches, post holes, and draining land.

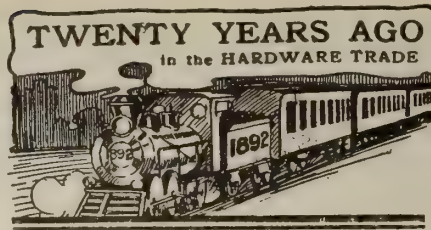
No headaches or deathly sickness whatever from using it, like there is with other explosives.

It is a safe article to handle. Everybody can use it. One of the great chemical discoveries of the present century.

Used by the Dominion Government and contractors on account of its great advantages and extreme power.

We will be glad to see you and talk it over.

The Kingan Hardware Co., Limited,
Peterboro'.



The following items are taken from the issue of Hardware and Metal of December 3, 1892:

"G. F. Stevens & Co., wholesale painters, etc., Winnipeg, have doubled the capacity of their warehouse by taking the adjoining store in the block."

Editor's Note.—The firm have grown rapidly since, and are now among the largest in the West.

* * *

"The sale of metals does not increase. It is of moderate value in pig iron, and not of much consequence in any of the other metals."

Editor's Note.—The sale of metals to-day is increasing much more rapidly than the supply—a tribute to present day prosperity.

* * *

"The manufacture of wire nails must indeed be profitable if the prospectus of a company which proposes to go into that industry in Toronto, does not hold out too gorgeous a prospect to be realized. It promises a dividend of 35 per cent."

Bulk Sales Act to Come Up Again

Matter Discussed at Meeting of Credit Men's Association—Cooperation with Retailers is Desired — A Campaign to Raise Membership to 200.

Toronto, Ontario. — At the monthly meeting of the Ontario Division of the Canadian Credit Men's Association at McConkey's on Friday night last, L. J. Ball, the secretary, gave an address on the aims and accomplishments of the association. A full and complete explanation of the work being done, illustrated by lantern slides of the several forms used, was made.

One of the points touched upon was the fact that many retailers do not carry sufficient insurance. One thing the association is doing, is persuading many retailers to put on more insurance—a good thing for both wholesaler and retailer, as it affords protection for both.

Several of the members testified to the benefits they have received since joining the association, among them being G. C. Scott, of the International Varnish Co., Ltd. The chairman, A. G. Malcolm, stated that the Bulk Sales Act, that went down to defeat at the last session of the Ontario legislature, would again be brought up.

Editor's Note.—Needless to state, the company was never formed, and so was saved the ignominy of falling short of its promise.



A CHRISTMAS CONTEST.

The announcement has been made of a nation-wide Christmas window trimming contest just made by the Remington Arms-Union Metallic Cartridge Company.

Realizing that the dealer cannot always give up his entire holiday window to one line only, the Remington-UMC organization unselfishly makes to him the suggestion:—

"Feature goods that will create not only immediate trade, but additional profit throughout the entire year. Along with your sleds, skates, cutlery, razors, etc., show the Remington-UMC Arms."

This broad plan is worked out in a series of four specially trimmed windows. Clear instructions are given as to just how each display may be made and the materials required are listed.

In an attractive booklet entitled "Take Christmas by the Forelock This Year," the details of window trim schemes are outlined, including advice by an expert in this important branch of the merchants' work. A prize of \$25 is offered for the best display, to be paid to the individual who did the work, whether proprietor or employe. Photographs of windows must, of course, be submitted by competitors for the prize.

E. Leith, of Hamilton, pointed out that the reason the Act did not go through was the opposition it received from country districts. He suggested that attention be given to the retail merchants throughout the country, to bring them to a correct understanding of the bill and show them that it is not detrimental to their interests.

"I suggest that we co-operate with the retail merchants," he said. "Let us help them and let them help us. At the present time they are trying to get a bill passed reducing the amount of exemption in garnisheement from \$25 to \$10. The honest man cannot object to this, nor can the honest retailer object to the Bulk Sales Act. Why not help the merchants to get this legislation through, and in return get them to use their influence on their local members to get the Bulk Sales Act passed?"

The Ontario Association now have a membership of 158. They are undertaking a campaign to raise it to 200.

Makes Start Along Progressive Lines

R. H. Irwin Opens in Business in St. John, N. B., and Adopts a Good Advertising Policy—Gives a Straight Talk to Public—Has Had Big Results in Stove Department—How He Keeps Records of Stove Sales and Reports.

St. John, N. B.—With a bright, roomy store, attractive interior arrangements, snappy, up-to-date system in vogue, a thorough understanding of the stove and general hardware business, and a past record of fifteen years' satisfactory experience to stand him in good stead, and aid him in establishing himself in commercial centres in St. John, R. H. Irwin has opened a business in stoves and hardware at 18-20 Haymarket Square.

For fifteen years he has been connected with the stove and hardware trade. For a part of that time he was with John E. Wilson, Ltd., and later with the firm of McLean, Holt, in which, after his ability had become fully recognized, he was made manager. Two years ago or so, he entered the employ of the firm of Emerson & Fisher, assuming control of their stove department and retaining same with success up to the time that he opened for business on his own account in Haymarket Square a short while ago.

"I have been greatly encouraged," he said the other day. "My advertising is bringing me splendid results and with continued persistency, I am looking forward to a most successful year's business."

Strong Advertising Campaign.

In an open letter to the people of St. John in general, Mr. Irwin, when he started in business, informed them of the fact and in plain, but appealing terms, just as though he were talking face to face, told of his intentions. His main idea in advertising has always been to tell the people through the ad. just what he would desire to tell them were he engaging in conversation with them personally. "That is the kind of advertising which I think, brings the best results," he said. "Now, while I do not like to criticize, I do not think that some firms get the worth of the money which they pay for advertising space.



R. H. Irwin.

For instance," and here he pointed to a newspaper ad. which was dated ten days previous, "here is an advertisement which was inserted in this paper ten days ago, and here is a copy of today's paper with the same ad. still running, unchanged, and featuring a line of wares which are looked upon as practically "dead" for the time being. I make a point to change my ad. three times a week, and I have found the most satisfactory results accrue."

Featuring Stove Department.

Stoves, ranges and kitchen utensils are the lines which Mr. Irwin is carrying and featuring strongly. His returns have been most satisfactory. In less than a month and a half he has disposed of seventy stoves, including ranges and room stoves, and 95 per cent. of it has been cash. In his first few days in business, from the twenty-fifth of Oc-

tober to the thirty-first, stove orders came to him at a most encouraging rate, while November has eclipsed his record, in this regard to a very noticeable extent.

Almost at a glance Mr. Irwin can tell how his stove sales are going, through the methodical scheme he uses in his books. In addition to his office books, for accounting, stock, etc., he uses two special books, one for the registration of the sale of stoves and ranges, the other for recording in the matter of repairs.

An ordinary exercise book or tablet will fill the suggestion as well as any; and he has it ruled somewhat in the manner shown in the accompanying illustration.

A glance at this form will permit the reader, particularly the stove dealer, to realize its usefulness. In a neat column in the margin, Mr. Irwin has the number of the stove sold. His belief in the usefulness of this book of records is that in a few years hence, perhaps, Mr. Jones will return and want another stove. He tells the proprietor that "he bought a stove here in 1912, about October, and it gave (or did not give) satisfaction." On looking up the records, Mr. Irwin at once finds out what kind of stove it was, when he bought it, what finishings there were, etc., and also learns a few other points which may be beneficial to him in selling again to the customer.

A Book for Repairs.

He has the same idea in force in regard to his repair department. He keeps a book exclusively for this purpose showing the name of the party desiring the repairs, the date of the transaction, when ordered, when delivered, etc., and this is expected to serve the same end or perhaps to be even more helpful than the one previously set forth. He finds time to register the sales, for it does not require so very much attention.

Name of Buyer	Date	Residence	Style	Equipment	Shelf or Hot. Closet	Style of grate	Brick or Iron linings.
John Jones	Oct 30/12	20 Main St	—	—	Shelf	No 48	Brick

Form used for registering the sale of stoves.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

AN ADVANCE IN STOVES.

The inevitable has happened. An advance in the price of stoves and furnaces has been declared. The conditions have warranted this for so long that the wonder is that it was not made long ago.

The price of stoves has shown little advance, comparatively speaking, in the last twenty years. During that period, the cost of manufacture has gone up by leaps and bounds. Labor costs more; raw material has advanced; the processes of manufacture have been improved and perfected at the price of higher costs; the upkeep of the factory is greater; the expense in connection with marketing the output is infinitely greater. While accurate statistics are not at present obtainable, it is positive that the cost of making and selling a stove has increased away out of proportion to the advances which have been made in the price to the consumer. Nor will the advance now declared readjust matters so that the user will pay the complete increase in the cost of manufacture.

The retail dealer should not hesitate to advance his prices to the consumer to cover the increase that he must pay himself. Hesitancy on this score will not be justified under any circumstances. The margin of profit on stoves has not been large enough to permit the dealer to further divide it up to avoid taking the step of raising his prices. To do so would be inadvisable and unprofitable. The circumstances warrant asking the consumer a higher price for the stove he buys. Why not ask it?

TRADE OUTGROWS RAILROADS.

The most persistent drag on the wheels of progress in Canada during the past few years has been the inadequacy of transportation facilities. Shipments, both incoming and outgoing, have been slow and irregular and manufacturers and jobbers have been seriously hampered in their operations. The retailer has been held up by the belated arrival of orders. The crops in the West have been moved so slowly that the free circulation of money has been postponed for more or less long periods.

But Canada is not alone in this respect. In Great Britain, where the railway systems are deemed to have reached a stage approaching perfection, there has been

singular congestion. The perennial complaint, says a contemporary, respecting the dilatoriness of railway companies in delivering goods entrusted to them for conveyance by rail, which usually finds more or less forcible expression at this season of the year, is being uttered now with clamorous insistency. The railway companies have never fully recovered their stride since the strike in the summer of 1911; and now with the rush of a booming autumn trade upon them, they find themselves, so to speak, swept completely off their legs. The warehouses in the great manufacturing centres are filled with wares awaiting dispatch, and traders all over the country are waiting for the goods to enable them to open their season's trade; but between the goods and the people who need them there is a space of country which cannot be traversed because the railway companies are unequal to their task.

No more striking evidence could be secured of the world-wide scope of present prosperity. Activity has been marked in all countries.

NO TARIFF COMMISSION.

An important point is raised in the course of an article in the current issue of MacLean's Magazine by Edward William Thomson. "There has been," writes Mr. Thomson, "reason to believe that the Finance Minister does not mean to revive that project for a permanent Tariff Commission which he broached last session, when new to office. Sir Wilfrid Laurier and his chief supporters then protested against the design. They told Mr. White that he could serve every good purpose he had in view by organizing and maintaining in his Department a staff of permanent enquiry into the workings of the tariff and the interaction of its schedules. They alleged that a separate and largely independent Commission could not but be or appear powerful over the Tariff, wherefore ministerial responsibility for changes would be, or at least appear to be, impaired. Many other equally sound objections were urged. These appear to have so impressed Mr. White that he has modified the project. Surely this indicates wisdom in him. A mind open to instruction by information, experience, reflection is the right mind for administration. Only Fools and Bourbons forget nothing and learn nothing. Under which of these categories shall be ranged speakers and writers who may be found taunting or reproaching Mr. White for amiably accepting counsel from that undeniably wise man, Sir Wilfrid? Politeness forbids the querist to reply. In this matter we Canadians can congratulate ourselves that the Government inclines to leave well enough alone. This seems to ensure continuance of the Fielding tariff, with such slight modifications as its judicious conector was himself in the habit of making from time to time, to suit changes in circumstance."

The decision to leave the tariff as it stands makes for stability in trade matters.

STAFF CO-OPERATION.

The word co-operation has a deep significance for the retailer. Co-operation, in fact, is the most necessary force in the retail store to-day. Without the loyal co-operation of his staff, the merchant has little chance to achieve the best results. System, after all, is just another word for thorough co-operation.

The need for co-operation is felt most directly during the Christmas season. The last two weeks before Christ-

mas are busy times indeed for the hardwareman, culminating in the mad rush of the last two or three days. The clerk has to plunge in and work to the utmost during this period. He has to work on his own initiative largely, for supervision and direction are hardly possible in the maelstrom of the wind-up Christmas trade. If the clerk does not co-operate earnestly with his employer, the result is a very direct loss.

The idea of co-operation should be carried out to the fullest extent during the Christmas season. The clerk should be kept informed of the plans going forward so that, when the times come to execute them, he will be in a position to do so intelligently. Some merchants consult their clerks and solicit ideas from them for the conduct of the holiday campaign. This is found to be productive of results, for every clerk worth his salt will originate some ideas for the furtherance of sales or improvement of systems. There is wisdom in a multitude of counsel. Sift out the suggestions and ideas received from the staff and grains of real value will be left.

Make the holiday campaign one of complete co-operation between all members of the staff.



PREPARE FOR STOCKTAKING.

The man who is always in a hurry, who performs his work with nervous haste and who is actuated seemingly with unmatchable energy, does not always accomplish the most. The cool, collected fellow who moves slowly but with well considered purpose, will often far outdistance his highly-charged competitor. The secret of his success is that he has his work well planned, that he never does unnecessary work and never lets things get ahead of him.

Careful preparation is better than dynamic execution, if the latter is not combined with the former; which brings us to the point we desire to make. The merchant who plans out a certain task well in advance and carries it through without undue haste along the lines decided upon will do better work than the man who leaves it until the last moment and then rushes it through with a great exhibition of energy and skill. Apply this truth to the matter of stocktaking. Making the annual inventory is no light task and it is always looked forward to with a certain amount of dread. Stocktaking will cease to be an ordeal if the work is spread over a certain period and adequate preparations are made. For instance, the week between Christmas and New Year's will be a dull one from the trade standpoint. There will be few customers to attend to and time will be ample for the careful sorting over and arranging of stock. Stocktaking will be found a much easier task if the stock is in apple pie order when the work begins.



POINTED EDITORIALS.

Never get breakfast confused with the lunch hour.

* * *

Salesmanship is hard work for a man with a soft spine.

* * *

Any advance in stoves will be found fully justified by the large increase in the cost of manufacture of late years.

* * *

On European markets, metals are showing some weakness as a result of the war in the Balkans. In this country, business goes on in uninterrupted volume despite the conflict among the bellicose countries in Eastern Europe.

Improvements on the Farm

EVERY year we find ready for us new comforts and conveniences to make our lives more enjoyable. Ours is the Age of Inventions, writes C. B. Stevenson, and we make daily use of devices which were unknown only a few years ago. We profit by the use of labor-saving devices and conveniences of all sorts and are quick to adopt new and improved methods.

The modern farm and farm home offer, perhaps, the best examples of the rapid increase of conveniences and labor-saving devices which can be had. Anyone who is inclined to doubt our progress in these lines need only compare a modern farm home, equipped with electric lights, water system and heating plant, with the typical farm home of ten or fifteen years ago. The idea that isolated location of farm homes absolutely prevented their owners from enjoying the household conveniences in use in the cities has been exploded, and to-day the farmer may have even more of the modern household devices than many of his city friends.

The development of the small electric light and power plant for private use has made it possible for any farmer to have his own electric light plant and to light his home and outbuildings just as well and more cheaply than city houses are lighted. He no longer needs to depend on kerosene lamps in his residence and carry a lantern about the place with him at night. He can have a thoroughly satisfactory light anywhere he needs it by merely turning a switch, and his plant is entirely independent. The cost of his lights is very low, too, being practically the price of fuel to run a kerosene or gasoline engine.

The farmer has other comforts. He has a telephone and a bathroom. If he is particularly advanced in his ideas, he has an automobile. He does his plowing by gasoline. His mail is brought to his gate every day. In fact, for the farmer who cares to avail himself of the advanced ideas of modern times, there is no comfort or convenience that need be lacking.

Conditions of farm life are rapidly being revolutionized. On the back concessions, there are still farmhouses of the crude type of a past generation, but the march of progress is making itself felt in even the most remote parts now. Typical farm hardships are being rapidly eliminated.

This is resulting in a radical change in the relations between the merchant and the farmer. The horny-handed tiller of the soil is no longer a buyer of necessities and staple articles only. The days of Spartan exclusion of all creature comforts having passed, the farmer is in the market for everything worth having. The scope of his needs and desires has been materially widened. He buys more nowadays.

From the standpoint of the hardwareman, farm trade is of increasing importance. The farmer is working along advanced ideas and is needing a wide variety of articles which the hardwareman carries. His trade is worth close cultivation.

Plans for the Hardware Exhibition

The Canadian Manufacturers' Exhibitors, Limited, Have Completed Arrangements for Lay-out of Hall and Structure of Booths—Ample Lighting Facilities Will be Provided—Many Applications Received.

The plans made by the Canadian Manufacturers' Exhibitors, Ltd., for the exhibition to be held at Hamilton in conjunction with the convention of the Ontario Retail Hardware and Stove Dealers' Association, provide for booths which will be both commodious and attractive. The accompanying illustration shows the floor plan, providing for 102 booths, and the elevation of the dividing rails and screens.

The floor plan shows the location and size of each booth. Heaters have been stationed at each end and in the centre, so that there should be no complaint on the score of lack of warmth.

Although spaces have not yet been offered for sale, it is understood that already applications have been received to the number of about forty. It is apparent, therefore, that the manufacturers are showing considerable interest.

The cost of spaces will run from \$45.00 to \$60.00, according to the location.

Details of Fixtures.

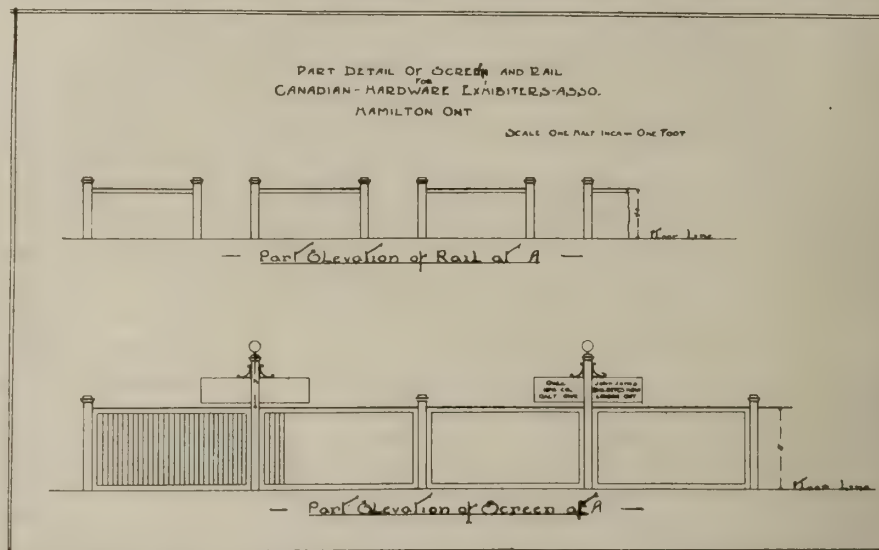
The part elevation of the rail represents the front of the booths. The part elevation of screen shows screen that will divide the rear of the booths. Every other post on the screen at rear will be higher than the rest, as shown in the drawing. These posts will be used to

give the name of the exhibitor, signs being attached for that purpose.

The top of the posts will be fitted with 200 candlepower lights, so that the ex-

MANUFACTURING NEW LINES.

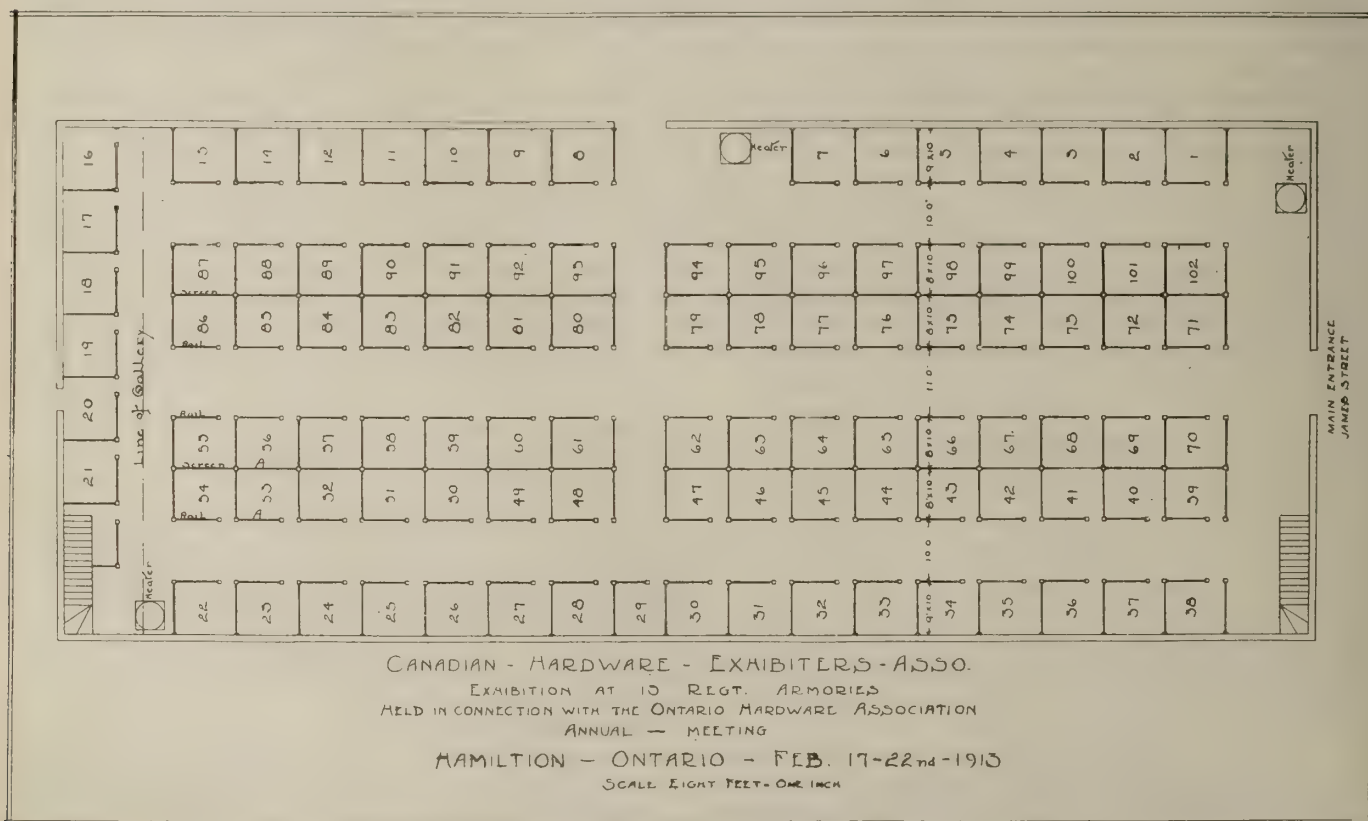
The Stratford Manufacturing Co., of Stratford, Ont., have taken on a new line and are now going into the manu-



hibition hall will be provided with most ample illumination facilities.

The work of erecting the booths will be begun early, so exhibitors will be able to move in without delay, the object being to have the exhibition complete by the first day of the convention week.

facture of Ironing Boards, Sleeve Boards, Clothes Bars, Clothes Dryers, Bake Boards and Step Ladder Chairs. These will be manufactured in sufficient quantities to supply the trade by about the middle of January. Catalogs dealing with these articles in detail will be sent out to the trade later.



Last Minute Hints for Holiday Trade

Ideas Which Will Help to Lighten the Labor on the Last Lap of the Christmas Season—The Delivery Problem—Urge Arranging Goods to Facilitate Selection.

The much looked forward to, and yet much dreaded, last week of Christmas shopping will soon be with us. Perhaps no week in the whole year comes with such a strain on the energies of the hardware dealer. And the man who does not plan ahead and make preparations for that last week of hustle and bustle is the man who is going to do his work in a slipshod manner when the time comes, with the result that he will fail to draw some of the Christmas trade which is rightfully his.

The whole campaign for the last week should be carefully mapped out beforehand. All changes to be made in the arrangement of goods, a series of window displays, the copy for each day's advertising in the local daily paper, special Christmas display cards and price cards; all these should be given very careful consideration well ahead of time, so that during the last week all attention may be concentrated on matters which crop up at the last moment and can scarcely be foreseen or arranged for. Such preparation will vastly lighten the labor of the last days before Christmas as well as very greatly improve results.

During no season of the year will the store be so crowded as during the last week of Christmas shopping. Every effort should be put forth then on the part of the hardware dealer to re-arrange his stock and improve his space arrangement as much as possible. Straight hardware goods as a rule do not create very great demand in the Christmas season. Some dealers hesitate about consigning these goods as much to the rear as possible, but those who really enter into the spirit of the Christmas trade find it necessary to do this and make use of the space in the front of the store to display holiday goods. During the last six days especially, is this necessary. Holiday trade will shove the regular hardware trade to the background, and the man who, by removing his heavy hardware to the rear, makes room for the displaying of special holiday goods and for the rush of shoppers will find that he will lose nothing by the change.

The Advertising Copy.

Another point requiring much forethought is the advertising which is to be run in the local papers during the last six days. Special attention should be paid to this, and each day's copy should be prepared beforehand. If left to the last minute there is too much of a tendency to strike off something in

hurry-some, high-sounding words bearing little meaning, and comparatively little good from an advertising standpoint. Space in the local papers, especially at Christmas, is a very valuable asset to the hardware dealer, and if used properly much gain can be derived from it. But unless copy is carefully prepared beforehand and a plan of the week's advertising arranged, this space is often made little use of and in some cases altogether forgotten.

Then there are window displays. Of all times in the year the Christmas season demands most special attention to be given to the windows. People are

hunting for suitable presents. In many cases they are undecided as to what they really wish to give. Many suggestions can be made to people through the medium of a window display, and prices may be ascertained without entering the store to enquire of the clerk, "How much is that?" During a rush season this is of very great value. The fact that goods can be displayed and prices given without taking up the time and labor of the salesclerk means much especially at Christmas when everyone is busy.

Great care should be taken, then, to get the very best out of the window



Cards used by T. Eaton Co. to induce customers to carry small parcels—A valuable suggestion for dealers.

space. Displays, artistically arranged, are invaluable to dealer and customers alike. It would be a good idea to plan beforehand all displays to be made during the Christmas season and to have everything in readiness especially for the last week.

The Delivery Problem.

One of the greatest problems to be contended with is the delivery of goods. During the rush season it is a difficult matter to get all goods delivered at all, to say little of delivering on time. People thoughtlessly ask that parcels be "sent," forgetting that delivery men are almost rushed off their feet. Signs placed in prominent positions in the store: "Please carry small parcels," will do a great deal towards relieving matters and will induce customers to look at the situation from a reasonable standpoint.

Keep Stock Straightened.

Goods very rapidly become disarranged, and soon take on a very untidy and unkept appearance. Nothing will aid in making sales more than having all articles properly sorted and kept as neat as possible. Every effort should

be put forth by salesclerks to straighten up the stock during quiet hours. True, much time is not given for this, but a great deal can be done at times when the rush eases off, such as from 12 to 2 or from 6 to 8 or in the early morning.

Arranging the Goods.

With regard to arranging goods in the store, many plans may be followed. Some merchants have found it profitable to arrange goods according to price, placing on one counter a variety of suitable gifts selling at 50c; on another, goods at \$1.00, etc. In this way people see before them at a glance what they can purchase with the amount of money they are willing to expend.

Another idea which has been followed with more or less success is to classify goods as they would be arranged in a private house as: kitchen utensils, suggestions for the living room; decorative articles for the den, etc. The hardware store is full of all of these, and some very attractive displays could easily be arranged.

Still another method adopted by hardware dealers has been to arrange articles which would make suitable

presents for the different members of the family on separate tables. For example, place goods for men on one table; goods suitable for gifts for women on a second; for boys and girls, on a third and so on. Such a classification as this aids customers very greatly in selecting the articles they most want.

But above all, keep your store looking attractive and make it fairly radiate with enthusiasm and Christmas cheer.



JOIN MAGNOLIA METAL CO.

J. W. Wright, formerly salesmanager of Grisco-Spencer Co., and Wm. H. K. Gamble, formerly Southern representative of Chas. A. Schuren & Co., have both taken positions with the Magnolia Metal Co., of New York. Mr. Wright is now special representative for the Magnolia Metal Co. on the Pacific Coast, and has his headquarters at San Francisco. Mr. Gamble holds the position as special representative in the South-western territory with headquarters at Dallas, Texas.



A display of tools arranged by Harry N. Shonman for James H. Callaghan, Hamilton—A most creditable display, designed for the purpose of pushing one particular brand of tools.

A Page For Hardware Clerks

The Clerks Chance to Distinguish Himself

The Christmas Trade Presents Many Opportunities for Originality on the part of Salesmen—Hardware Window Trimmers Should Join C. W. T. A.—Message From President.

The clerk has a great opportunity to distinguish himself during the Christmas season. Business reaches such a high pitch during the last few weeks that supervision becomes not only difficult but almost impossible. A great deal devolves on each member of the staff in consequence. The clerk can rise to the occasion by handling his share of the work to the very best of his ability and by not shirking in the slightest degree. The salesman who goes right into the work, whether the boss is watching him or not, is bound to make his efforts tell to the extent of securing recognition.

Ideas are a necessary factor in making a success of the Christmas trade. There is quite a scramble for ideas about this time every year. "If I can only get up something new this year," the dealer says to himself, "Something that no one else will be doing. Then if I could only find ways to prevent the confusion that we have always had, to help out on the delivery end, to bring bigger sales."

Yes, ideas are very much in demand. The clerk, who has faced these problems in the past and will have to face them again, is the man to whom the dealer naturally turns. He is in the best position to suggest ideas and remedies for the conditions which exist.

Why not seriously ponder this question of the Christmas trade and try to see just what could be done in the store to improve matters. Recall what happened last year, bringing back the inconveniences you labored under then in handling your customers. To a man with a practical mind, a half hour spent in reminiscence of this kind will serve to suggest many good ways to improve methods.

Our esteemed friend and contemporary, Mike Kinney, of Gimlet fame, once evolved the remark that "what this world needs is not more things but more thoughts." In a wide sense, he was right. The man who can think is the fellow who gets farthest ahead.

Now is the time to prove that you are a thinker as well as a worker. Pave the way to promotion by showing that you take a genuine interest in the improvement of the business done by the store.

WINDOW TRIMMERS' ASSOCIATION.

There is an organization now in Canada which promises to become a very useful body indeed and one in which every hardware clerk should take a big interest—the Canadian Window Trimmers' Association. It was organized with the idea of getting window trimmers together for their mutual benefit. Each year the members assemble to discuss methods and to hear addresses from the most practical and successful window trimmers in America. Practical demonstrations are given and in many other ways are the members initiated into the most up-to-date methods of making sales through display.

It has been suggested that the hardware trade should be better represented in the association. Hardware window trimmers would derive much benefit from membership and would do well to consider the proposition.

President H. Hollinsworth recently issued the following statement:

"It is gratifying to look back on our first assembly and note the great interest taken by so many of the young men who are following up the window display profession.

"There is no doubt, judging from the remarks heard since the convention that those who attended were certainly repaid for any expense or inconvenience they were put to in attending.

"The demonstrations and lectures given provided an abundance of valuable information, and those who attended could not but feel like going back to their work and renewing their energies along better lines than heretofore.

"Now, boys, just a word about the next convention. Let us all get together and boost it. Let us try and interest as many of the other men in the business as we can. By having a big membership we are going to strengthen our organization and create a bigger interest. Among those of you who did not win prizes this year I hope to see no feeling of envy or jealousy, as your time will come to share in the prizes when you prove your ability.

"The membership fee is very small, and you must not forget the fact that the knowledge you can get through our conventions is costing very little. With

Thanksgiving Day, the C.W.T.A. will be one year old. It has accomplished a great deal in that time, but still greater things are planned for the future. Your co-operation in every way is required, and a practical way to demonstrate it at the outset is to renew your membership immediately by sending \$2 to the secretary, 143 University Ave., Toronto.

Catalogues and Booklets

Golf Supplies.

The St. Andrew Golf Co., of Glasgow, Scotland, have recently sent out their catalogue No. 3 for 1912. In it are described and illustrated a complete line of golf clubs, golf balls, bags, gloves, tees, ball markers—in short, everything for golf. All are well illustrated and show clearly the different lines handled.

Rural Mail Boxes.

In a booklet recently sent out to the trade by the Peek-Hambre Manufacturing Co., of Berlin, Wis., several hardware specialties are described and well illustrated. Particular stress is laid on city and rural mail boxes of which the company make a specialty. A great variety of these is shown. Other lines dealt with are all-steel trucks, screen door catches, security latches, thimbles and Christmas tree holders. The booklet is very attractive and well gotten up.

The Martin-Senour Co., manufacturers of paints and varnishes, have recently sent out a small booklet dealing with their new wall finish, "new-tone." This is a flat washable wall finish made especially for decorating the interior of private residences, hotels, banks and public buildings of all kinds where an artistic and pleasing effect is desired. Many colored illustrations in the booklet show to advantage the uses to which "new-tone" may be put. Altogether, the booklet is very artistically gotten up, and is at once attractive and readable.



Alvinston, Ontario.—Robert Vance is assisting at the Vance & Brown hardware in the absence of Johnston Vance who is away on a hunting expedition in the country north of North Bay.

Window Display Suggestions: Builders' Hardware

Original Effects Can be Secured by Utilizing Builders' Hardware for Display Purposes—Some Details of the Display Submitted—Careful Attention was Paid to Arrangement of Small Articles.

No. 4.

One of the best lines for window display purposes that the hardware trimmer has at his disposal is builders' hardware. The variety of articles which can be used is so wide that effects of a distinctly original nature can always be devised. In addition to this, builders' hardware displays have such a practical appeal that they are assured of attention.

The accompanying illustration shows a display of hardware which appeared in the window of the J. H. Ashdown Hardware Co., Calgary, Alberta. It was designed and arranged by C. H. Smith. As an example of the good effect which can be obtained by using builders' hardware for display purposes, this trim stands out supreme. It was arranged with great care and ingenuity, as a careful study of the grouping of the various articles will show.

The floor and background were first covered, the floor covering being puffed

up, while the background was made quite flat. The colors used were red and yellow.

The first step in arranging the background was to make a top and bottom panel effect by means of chain and padlocks. The diamond-shaped space was also marked out with a chain. Door plates, hinges, numbers, letter slots, were among the articles grouped within the space. Note the good use which has been made of every square inch. The lay-out of the goods has been planned so carefully that no space whatever has been wasted and yet the articles are symmetrically grouped. The same holds good with reference to the corner spaces. It is worth noting that the arrangements of articles on the opposite corners are identical, both top and bottom.

The possibility of the display presenting a flat appearance was overcome by putting a small platform at the back,

which raised one row above the level of the rest on the floor of the window.

This display presents much suggestive material for the window trimmer. The arrangement of the various articles on the background will suggest new formations and arrangements to be utilized in making builders' hardware displays.

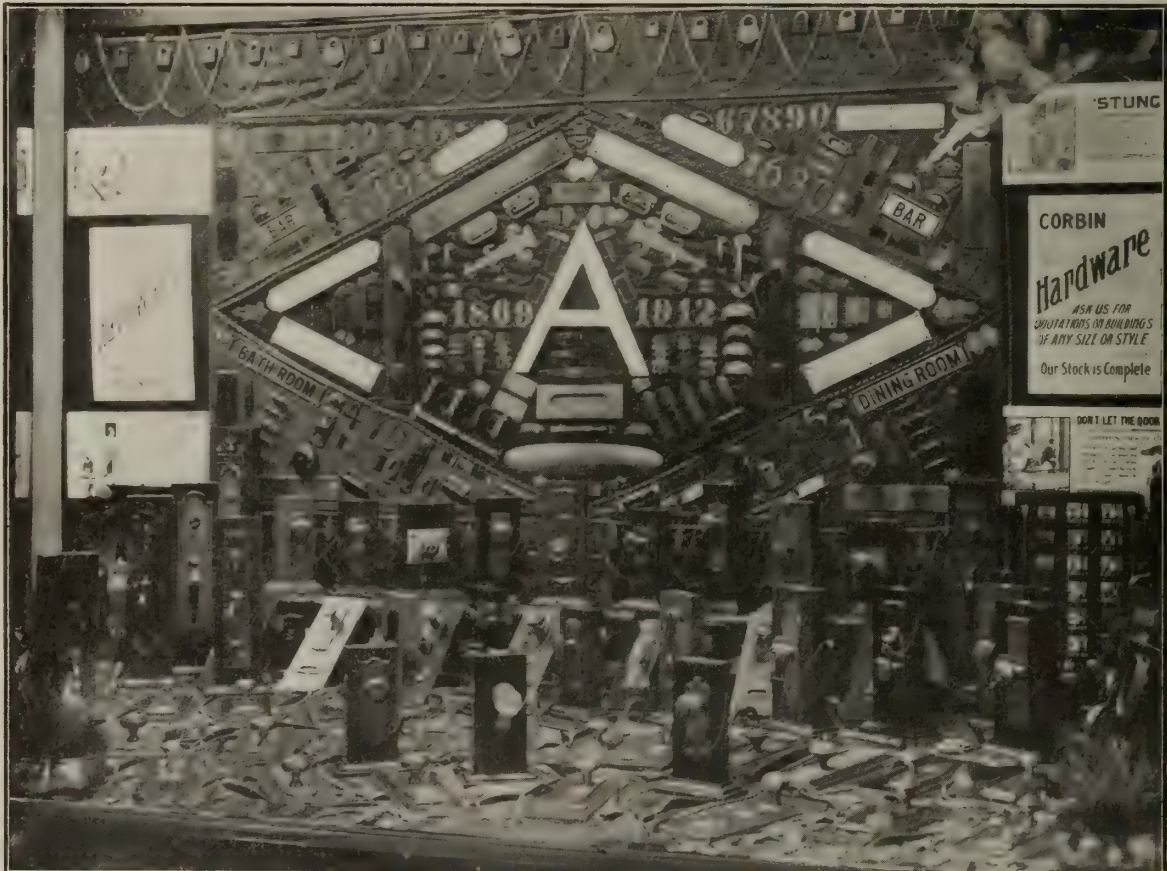


Windsor Company Purchased.

Windsor, Ont.—The Ideal Manufacturing Co., of Detroit and Windsor, has been purchased by the Colwell Lead Co., of New York. The new corporation will be capitalized at approximately \$2,000,000.

New Roofing Company.

Windsor, Ont.—The Dominion Roofing Co. has purchased a site here and will shortly establish a plant for the manufacture of prepared roofing. L. H. Cheeseman, of Detroit, will be manager.



A splendid window display of builders' hardware.

New Hardware Goods

IMPROVED BREAST DRILLS.

The new line of breast drills recently placed on the market by the Millers Falls Co., of Millers Falls, Mass., and 28 Warren street, New York, includes some novel features.

The illustration, Fig. 1 shows breast drill No. 87, which is typical of the new series. The breast plate is adjustable and can be set at the most convenient angle by simply loosening the knurled nut A. When working in cramped or difficult positions where the drill must be steadied by hand, the middle finger is slipped through the hole D in the frame and as the breast plate is made to conform to the shape of the hand, it can be very firmly held. For ease and convenience in doing heavy work with breast pressure, an auxiliary breast plate, Fig. 2, is furnished which clamps over the regular plate.

The crank handle can be set in line with the crank or at right angles to it as shown by the dotted lines in Fig. 1 by simply inserting the pin in the handle into the hole in screw B, where it acts as a wrench for loosening the screw. This has the advantage of giving the right angle position for ordinary work while in cramped quarters or where increased power is necessary. Ordinarily, the handle is screwed into the main frame between chuck and gears where it can be used for steadying the tool.

The chuck has three actions; a continuous action without ratchet and right-hand and left-hand ratchet motion, controlled by the ratchet action C. In both right and left-hand actions, the chuck moves continuously to right or left, as

even, either one of which may be set by simply shifting the knob shown without removing the drill from the work, the same knob being used for locking the

eight times the rapidity, in other words with every revolution of the crank eight sharp blows are struck.

Its action is percussive and its mechanism is so constructed that practically no vibration or concussion is felt by the operator. Its combination of handles is so arranged as to adapt the drill to use in any position that may be required. By the loosening of a screw underneath the D handle, the handle is allowed to rotate and may be used as a breast plate as shown, permitting the drill to be rotated in the hole to insure perfect clearance of the drill when in action.

When used in this position the forward handle is slowly turned back and forth,

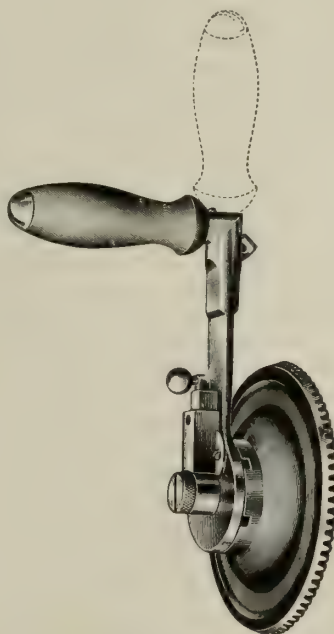


Figure 2.

gears when the chuck is to be loosened or tightened.

"RAPID FIRE" DRILL.

The Diamond Expansion Bolt Co., New York, have put their Diamond Rapid Fire drill on the market. This drill reproduces the same action as is produced with the hand-hammer and drill with greatly multiplied speed. The hammer's action upon the drill and the

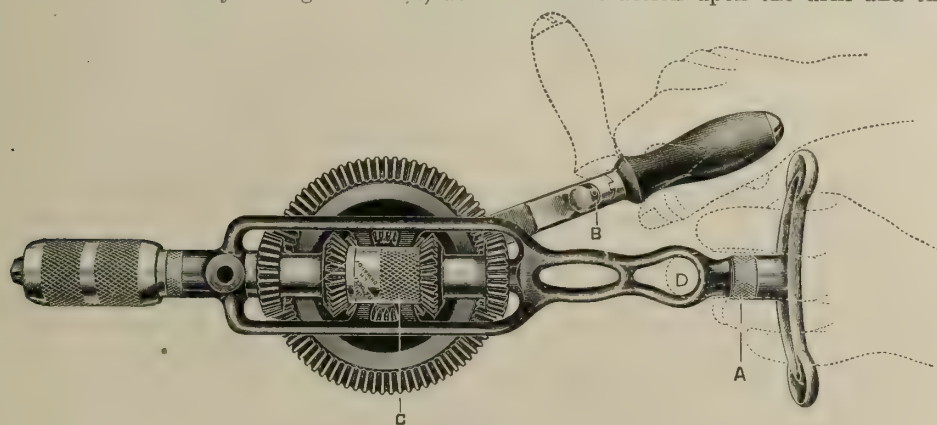
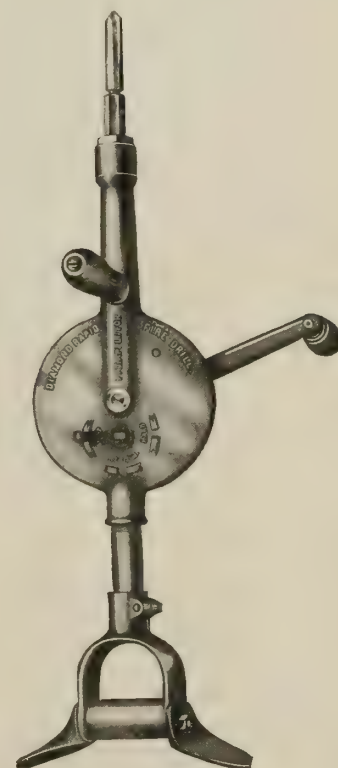


Figure 1.

the case may be, while the crank is moved alternately backward and forward.

There are two speeds, $2\frac{3}{4}$ to 1 and

drill's action upon the stone is identical with that produced in the old way with the ordinary hammer and steel drill with



Diamond Rapid Fire Drill.

giving about a one-eighth turn, preventing the drill point from binding in the stone.

Enter in League.

The Aikenhead Hardware Co., and H. S. Howland & Co., of Toronto, have entered teams in the Mercantile Hockey League for season of 1912-13. T. E. Aikenhead, three times honorary president of the league, and donator of the handsome prize trophy, was unanimously re-elected at the annual meeting.

Weekly Market Report --- Metals

METAL NOTES.

The Balkan situation has caused tin, copper and lead to recede somewhat on the speculative markets.

Demand in Canada is reported from all points to be very strong.

Plates and sheets are very scarce at the present time. Demand remains strong so that the scarcity is likely to continue.

MONTREAL.

Montreal, Nov. 28.—No changes of any importance have been shown in the metal market during the past week. Lead has been a little easier while tin has shown a little more strength than recently. As is only natural, the war situation is affecting this market as buying in Europe has not been done on a very large scale. Business all around is reported as being very satisfactory, numerous orders have been received some being for large quantities. Supplies appear to be large and the market generally appears to be in good condition.

Tin.—While no change in price has been made so far as tin is concerned, the market is considerably stronger and it looks as though prices may be slightly higher at no very distant date. A large volume of orders have been received.

Copper.—A quietness has been in evidence in the copper market although it cannot be said that any weakness has resulted. A fair amount of business has been done and supplies have been plentiful.

Lead.—Lead has been a little easier during the past week. There is far from being any shortage of this commodity and it is quite possible that large supplies will result in a slight reduction in price.

Spelter.—Spelter is the only metal in which a change in price has been noticed. A reduction of ten cents a hundred has been made and it is now quoted at \$7.40 per hundred pounds.

TORONTO.

Toronto, Nov. 28.—This week shows metals in much the same condition as has existed for the past few weeks. Great rush of business still continues and pressure for delivery in some cases is even greater than ever. Jobbers and manufacturers both have very light stocks and on every hand there is great clamor for delivery. In some lines, iron

and steel goods especially, very little fresh business is being done due wholly to the fact that it is impossible to obtain delivery of goods.

Tin, copper and lead have receded somewhat on the speculative markets owing to the Balkan disturbance. But as yet prices locally have not been affected.

Tin.—Supplies in tin are much the same as reported last week. Demand keeps very great. And the large amount of business being done prevents large stores being laid aside.

Plates and Sheets.—Prices here remain unchanged. Supplies are so scarce that the situation is becoming acute and dealers are calling more loudly than ever for shipments. Manufacturers are finding great difficulty in filling orders even at the dates arranged and in most cases are compelled to fall behind. Both jobbers and manufacturers have very light stocks on hand.

Lead.—Locally lead remains firm with a good demand. The Balkan disturbance is said to have slightly affected the speculative markets in lead, tin and copper and caused them to recede somewhat. But as yet the shock has not reached here and prices remain unchanged. Demand keeps very good and supplies are removed almost immediately from the manufacturers' hands.

Iron.—Very little fresh business is being done in iron and steel. Orders for both are already booked far in advance and to order now would mean no delivery till the last quarter of 1913. And even then it would be difficult to guarantee shipments at the time appointed. With such prospects in view dealers are withholding orders at present and waiting to see how matters will develop in the next few months.

Copper.—With regard to copper little more can be said save that prices remain unchanged and demand keeps very active.

WINNIPEG.

Winnipeg, Nov. 25.—There is nothing new to announce in metals since the last report. The situation is strong in all lines and the copper market would seem to indicate an advance in the near future on all copper lines. Bar iron also is certain to go higher.

Indications for higher iron and steel are not lacking. The demand is and has been very heavy for some time. There is still considerable difficulty in getting orders for sheets supplied in anything like reasonable time. In fact, the trouble with all manufacturers here

has been not to get orders but to get them filled.

Indications are that there will be a very active market here in 1912 for structural steel, and cement and the buildings projected for 1913 are many of great size and requiring much material.

DEMAND IS HEAVY.

Cleveland, Ohio, Nov. 28.—The Iron Trade Review to-day says:—Demand for nearly all lines of finished iron and steel products continues heavy and many of the mills are endeavoring to avoid booking further tonnages, because of the fact it will be difficult to deliver material until after July 1.

The pig iron market, after several weeks of unusual activity, has become comparatively quiet, and it is not believed heavy buying will be renewed until December. Many in the trade believe that prevailing quotations will remain stationary the remainder of the year, and effort is being made to prevent further advances.

Immediately following the Jones & Laughlin Steel Co.'s purchase of 42,000 tons of Bessemer, another interest in Pittsburg closed negotiations for two 10,000-ton lots of the same grade at \$17.25, to be shipped the first six months of 1913. A sale of 7,500 tons of standard malleable at \$17 and \$17.25, for shipment first and second quarter, also is noted.

The coke market shows indications of further price advances. Many sellers are refusing to quote below \$3.50, ovens, on contract furnace coke, but consumers are declining to pay above \$3.25, ovens, except when special fuel is involved.—The Iron Trade Review.

TARIFF REVISION PROGRAM.

Washington.—According to members of the Ways and Means Committee, the extra session of Congress will take up tariff revision bills in the following order: Wool, cotton, metals, chemicals, sugar and rubber. There will be a free list bill for agricultural implements, fence wire, bagging, cotton ties, lumber, laths, shingles, meats, leather, shoes and salt.

The wool bill will reduce duties from an average of about 90 per cent. to 43 per cent., based on this year's imports. Cotton bill will reduce cotton manufacturers rates from 48 to 27 per cent. In the metal schedules ad valorem rates will be reduced from 34 to 22 per cent.

Weekly Market Report --- Hardware

More Advances Occur.

Among the lines which have advanced in price this week are:

Wire nails.
Hay baling wire.
Snowshoes.
Garbage cans and pails.

It is reported that advances are pending in other lines. Business generally is very brisk in hardware lines.

MONTREAL.

Montreal, Nov. 28.—The recent snow-falls in the province of Quebec and Eastern Ontario have proved valuable to the hardware trade. Business, in consequence, is reported as being exceptionally brisk. Wholesale houses state that a large number of orders have been received for snow shovels, skates, sleigh bells and similar lines. The approach of the close of navigation is causing a number of dealers to send in their orders while the cheap water rates are still available. These, coupled with some substantial ordering for Christmas trade, have resulted in a busy week.

The upward tendency of prices which has been so evident during the past weeks shows no sign of resting. While no very important changes are reported this week, it is said that some may be looked for in the near future. Manufacturers of builders' hardware have withdrawn prices on lock sets and a higher price is looked for here.

On butts and hinges a readjustment of discounts has taken place, making the price a fraction higher than before. Cotton rope has advanced one cent per pound, now being quoted at 25 cents.

Builders' Hardware.—The demand for builders' hardware continues good with building operations being rushed forward, although advances are expected. As has been stated, manufacturers have withdrawn prices on lock sets and a new list is expected at an advance.

Big Demand Here.

Lumbermen's Supplies.—The demand for these lines is being felt just now with the opening of the lumbering season. Axes, saws, chains and kindred lines are going out in good style.

Sporting Goods.—While some demand for guns, ammunition and hunters' supplies is still in evidence, more attention is now being given to skates, hockey sticks, snowshoes and other lines of a strictly winter nature. These being particularly adapted to Christmas trade

hardwaremen are making the most of their opportunities.

TORONTO.

Toronto, Nov. 28.—After the great number of price changes reported last week, one might almost expect a "lull in the storm" this week, but still advances keep coming, showing that the effect of the shock has not altogether passed yet. This week wire nails are again reported as having gone up, hay baling wire has advanced and an increase has been made in some lines of snow shovels. Garbage cans and pails have taken an upward leap, as also have railroad and cream cans. These cover pretty well the advances of the week.

Heavy Hardware.—The tendency towards an advance in the price of wire nails has not yet been satisfied. This week brings with it still another advance of 5c a keg. This again is due to the increased cost of the raw material. Hay baling wire has also been advanced 5 per cent. this week.

The whole tendency in every line is upward. "Excelsior" seems the general cry. Prices in raw material have gone up considerably, and now the prices of the finished products are being raised to correspond.

Sporting Goods.—The new lists on loaded and empty shells have now been completed and sent out to the trade. All changes will take effect immediately. While this will not cause any worry on the part of the sportsmen this season, retailers will have to pay advanced prices when stocking for next season.

Seasonable Goods.—The drop in temperature during the past few days has made winter appear much nearer. Retail dealers have had to prepare for a change coming over night, and now that more signs of cold weather are given, winter goods are taking up more of their attention. Demand for many lines has stiffened already.

Advance in Galvanized Ware.

A great advance has taken place in galvanized ware, garbage cans and pails, copper ware, railroad and cream cans. Present quotations give the following discounts:—

Galvanized ware (except English and Dufferin pails and tubs)—40 per cent. off.

Garbage cans and pails—40 per cent. off. Copper ware—40 per cent. off.

Railroad and cream cans—12½ per cent. off in lots of 50, except in British Columbia and Alberta, where 12½ per cent. will prevail in any quantity.

Railway can trimmings—20 per cent. off.

Railway cans—40 per cent. off.

Cream cans—35 per cent. off.

Bell Covers on Cream Cans—extra 15c.

Builders' Hardware.—Local demand for all lines of builders' hardware keeps very great. Many buildings of one kind or another are being completed, and many are still under construction. So that chances look good for the demand keeping up for some time yet.

Snow Shovels.—An advance of 10 per cent. has been made in the price of snow shovels this week.

WINNIPEG.

Winnipeg, Nov. 25.—News is scarce in hardware circles at present. Prices on all lines are steady and though some lines are seasonably quiet, others are coming in and the average of business is well sustained and most satisfactory.

The remarkably fine weather that has prevailed during November right up to the time of writing has kept the building trades busy and the demand for builders' supplies has kept up remarkably well.

Winter sporting goods have been moving freely, the opening of the big game season on December 1 has brought rifles and camp paraphernalia of all kinds to the front. Skates and ice cutting implements, etc., have not been retailing to any extent as yet but, the first real cold snap will create an instant and brisk demand.

Collections have much improved and the money realized on the crop is rapidly finding its way into regular trade channels.

Hardware Letter Box

Price Card Supplies.

Pryce Jones (Canada) Ltd., Calgary, Alta.—"Could you let us know firm manufacturing supplies for price cards, etc.?"

E. Harris Co., 76 King St. E., Toronto.—Editor.

Cattle Markers—Laundry Soap Holders.

Alf. Outram, Port Hope, Ont.—"Kindly inform me through your paper firms who manufacture (1) Cattle Markers; (2) Laundry Soap Holder for high back kitchen sink."

(1) I. C. Fell & Co., 137 Church St., Toronto.

(2) Jas. Morrison Brass Mfg. Co. Adelaide St. West, Toronto.—Editor.

Stoves, Furnaces and Accessories

Advance in Price of Stoves Made

Manufacturers Hold Meeting and Decide to Advance Stoves and Furnaces, Starting December 1—Cost of Manufacture Has Advanced Very Rapidly of Late Years.

At a meeting of the Canadian Stove manufacturers' Association held in the Waldorf Hotel in Hamilton last week it was decided to make some very important changes in the prices of stoves and furnaces and also to make a change in the terms given for cash. In detail, changes will be as follows, and will take effect December 1:

Stoves and hollowware, advance 5%
Furnaces advance 10%
Cash discount changed from 3% to 2%

Good Reasons for Advance.

There is every reason to justify the manufacturer in advancing the price of his goods. All material which he uses has advanced greatly since prices on stoves and furnaces were changed. Cost of labor has increased greatly and is still tending upward. The railroads are talking of advancing their cartage rates. And so from one thing to another it might be shown that the cost to the manufacturer has increased in every respect.

A few statistics given to Hardware and Metal by a furnace manufacturer will show distinctly the difference between the cost of manufacturing stoves and furnaces now and a year ago.

Last year, steel could be bought for \$1.86 for 100 lbs.; to-day, it costs \$2.40. A couple of years ago pig iron was going at \$17 a ton and copper sheets at 16c a lb. Now these are bought for \$23 and 24c respectively. Five months ago English polished steel cost \$3.45 per 100 lbs.; to-day the same steel costs \$4.05. Canada plates, used in making stove pipes, last January were selling at, dull, \$2.40 per box; polished, \$3.40 per box; to-day the prices on these are \$2.65 and \$3.90. Last January, galvanized iron was quoted at \$2.88 per 100; present quotations give \$3.51. Tin plates in sizes used most by furnace manufacturers have also advanced. Last January, size 20x28 I.C. were selling at \$6.50, and size 20x33 I.X. at \$9.00. These now cost \$7.00 and \$9.75. Furnace cement has advanced 25c per 100 lbs. in the last year. For some time all steel used has been American steel. By Christmas it is expected that this will be up 15 or 20c per 100 lbs., making it

just as expensive as English brands. Very little change has taken place in rivets, bolts and nuts and all such small lines, but each has advanced slightly. Asbestos paper and wrapping paper have both been low during the past six months but are now rising. Good lumber for crating purposes could be obtained a year or so ago for \$15 per thousand; now it cannot be obtained for less than about \$19. Cartage to and from railways has been at the rate of 2c per 100 lbs. and now railroad companies wish to advance this price to 3c. Among the very few things that are cheaper, greatest drop is noticed in boiled linseed oil which a year ago was selling for \$1.15 and now is somewhere in the fifties or sixties.

It is very difficult to state how much cost of labor has advanced. A man who earned \$2.00 a day a year or two ago now counts on \$2.50. Roughly speaking, the advance has been about 50c a day. The advance in 10 years has been enormous.

Value of property, too, has advanced considerably as also have many other things which directly or indirectly affect furnace manufacturers just the same as any other manufacturers.

All this goes to show how greatly the expense of turning out stoves and furnaces has been increased even during the past year. Speaking with regard to the future one manufacturer stated, "It will cost us 10 per cent, more to make stoves and furnaces next year than it has done this year."

APPOINTED AGENT.

W. Drysdale, who is well known to the hardware trade throughout Canada, has been appointed Canadian agent for John Shaw & Sons, wholesale hardware and metal merchants of Wolverhampton, England. Mr. Drysdale has been connected for many years with the hardware trade and can almost be said to have hardware blood in his veins, as his ancestors for some generations back have all been hardware men. A military man, he now holds the rank of captain in the Militia Reserve and will be

remembered by many as a member of the Bisley team for several years. Mr. Drysdale will make his headquarters at 308 Coristine Building, Montreal.

ZINC BREAKS RECORD.

The production of primary spelter (zinc) from domestic ores in 1911 was 271,621 short tons, valued at \$30,964,794, according to a statement just issued by the United States Geological Survey. This is the greatest production in the history of the industry and shows an increase of 19,142 tons over 1910. The imports of spelter, however, reached the lowest figures in recent years, while exports increased about one-half over those of 1910.

As every business man has something to sell—merchandise or services—it is important to acquire those qualities which go to make up salesmanship: courtesy, tact, knowledge of goods, judgment, accuracy, energy, appearance and dignity. It avails nothing to say that these qualities are inborn. Whoever lacks them can measurably acquire them. The way to do so is open; observe those who possess them, adapt but do not imitate their best traits, analyze the subject and master it in sections, love your work and be in earnest all the time.

JOHN W. GATES.

The above name brings up to the steel trade a flood of reminiscences.

Charles G. Gates, who is writing life story of his father, says: "There never was a prominent man more misunderstood than my father. He was not the big plunger that people picture him. He had none of the small arts that characterize many financial magnates. His methods were direct. They puzzled Wall Street, because he made a habit of telling the truth, or else saying nothing."

We are inclined to think, many of us who knew John W. Gates and had to find ourselves in opposite camps, will acknowledge that the picture is a true one.—Metal Market.

Weekly Market Reports---Stoves

ADVANCES MADE.

Advances have been announced in a number of lines including plain and retinned stamped ware, galvanized ware, elbows, etc.

The announcement of an advance in stoves and furnaces will be found in another column.

TORONTO.

Toronto, Nov. 28.—Advance in price in all other markets seems finally to be making an impression on the stove and furnace markets. Report has it this week that stoves and furnaces are likely to advance shortly. Manufacturers have not yet announced any change but there is something in the air which seems to herald an advance.

Whatever may come out of that an advance has taken place in plain and retinned stamped ware, galvanized ware, stove pipes and elbows, and copper ware. These advances have been announced, and there is no doubt, with regard to their veracity in the mind of any one, especially the retailer when he comes to fill out his orders.

The manufacturer's situation shows few or no signs of relief this week. Demand remains very great, and the same difficulty is experienced in keeping up with orders as has been felt for some weeks now.

Furnaces.—Still the rush in the furnace trade continues. Building has been, and is still being, carried on to so great an extent this season that prospects are for the demand being continued. The drop in temperature during the past few days, if continued, will add more to the worries of furnace manufacturers and consumers alike for at present demand exceeds supply and matters are in a critical enough state.

Heaters.—With the coming of colder weather, retail dealers have taken advantage of the opportunity to feature heaters stronger than ever and have reaped accordingly. During the past few days these have moved very briskly both from the hands of the retailer and the manufacturer. Supplies are still only fair, and it is difficult to keep up with the very great demand.

Ranges.—Another week shows very little falling off in the demand for ranges and cooking stoves. Indeed, the demand for the season has been so great that there is likely to be fairly great call for both these lines for some time yet. Manufacturers are turning these out at a great rate but up to the pres-

ent time the demand has gotten rid of most of them very rapidly and allowed little chance of getting ahead with stoves.

Advances Are Announced.

Galvanized Ware.—Several changes in price have been announced here this week. Latest quotations give the following discounts:

Plain and retinned stamped ware	
72½ and	5%
Stove pipe	
Galv. ware (except Eng. and	
Dufferin pails and tubs.....	
Garbage cans and pails	
Copper ware	40%

Light elbows (except in Manitoba, Sask., and Alberta) 6 inch, 90c. 7 inch	\$1.05
Railroad and cream cans 12½% off in lots of 50, except in British Columbia and Alberta where 12½% will prevail in any quantity.	
Railway can trimmings	20%
Railway cans ..	40%
Cream cans	35%
Bell covers on cream cans 15c extra.	

WINNIPEG.

Winnipeg, Nov. 25.—Stove displays are still feature in all retail establishments but the rush is over and business back to the normal. The demand for heaters has quite kept pace with that of former years and this may be considered a very satisfactory showing when it is remembered that hot water, warm air and steam heating plants are now installed even in quite small houses and cottages.

The remarkably mild weather has rather held back business in heating plant repairs as defects have in many cases not yet been discovered.

The important buildings of the present year have all had their heating plants installed or at least contracted for, but the projects for 1913 are most important and the \$20,000,000 worth of building of 1912 stands likely to be thrown into the background by the projects of 1913. The outlook is therefore most satisfactory.

UNDERWRITERS GIVE WARNING.

The Fire Underwriters' Association has issued the following circular:

Following our usual custom at this season of the year, I beg to call your attention to the dangers to life and property from Christmas decorations, displays, etc., which are frequently

made at this time of the year. The use of Christmas evergreens, harvest specimens and other inflammable materials such as draperies, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.

The statutory conditions of your insurance policy read in part as follows: "Any change material to the risk, but within the control or knowledge of the assured, shall void the policy as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent."

In addition to the danger to property from the displays referred to, the danger to life in crowded stores, or places of meeting, by reason of a panic occasioned by fire, even though it be small and easily controlled, is so great that the underwriters, who have made a study of such hazards, would fail in their duty should they not give this warning.

To Locate Factory.

Calgary, Alta.—The Northwest Brass Foundry Co. have decided to locate a plant here. It will cost \$300,000.

Burglars Steal Cutlery.

West Toronto.—There seems to be a gang of burglars operating in this district, the last burglary being the hardware store of May Bros., Dundas Street, which was entered by thieves some time Monday night, or Tuesday morning, and about \$40 worth of cutlery taken. This is the third store on Dundas St. that has been broken into within the last ten days.

Personal Notes.

Jas. Dandie, of Streetsville, was in Toronto this week on business.

Holt Gurney, sales manager of the Gurney Foundry Co., is spending a few days in Winnipeg this week.

Jas. McGregor, of Oakville, was in Toronto in the early part of the week.

J. H. Still, of the J. H. Still Manufacturing Co., St. Thomas, is the father of a fine, 9-pound baby girl and, needless to state, is feeling justifiably proud. The happy event took place on Saturday, November 16.

Business Changes.

Berry Creek, Alta.—P. H. Holsworth, hardwareman, has moved to Sheerness. Chinook, Alta.—E. Mills, hardware dealer, has sold out.

Complete Course of Sheet Metal Work

By L. W. KOSER

On Plate 31 we show a problem very similar to those shown on Plates 29 and 30, viz: to go from an octagon at the bottom to a round at the top, being set off to one side of the centre.

We, however, introduce here a new feature, viz., the dotted lines.

The reason for this being that if we were to make all the lines the same there might be confusion owing to there being so many triangles, consequently we make a set of dotted lines and also make two diagrams of triangles, one for the full lines and another for the dotted ones. A perspective view of this article is shown at Fig. 1 A.

We first draw the octagon base of the plan, lettering each corner as A, B,

C, et., the plan Fig. 1. Then locate the circle top and divide it off into 8 equal spaces, numbering each, having number 1 near A for convenience sake.

Then draw heavy lines from A to 1, B to 2, C to 3, etc.

Then draw dotted lines from 1 to B, 2 to C, 3 to D, etc.

Draw the elevation R S X Y, Fig. 2, as previously explained.

Extend the line X Y to form a base line for the diagram of triangles, and as the triangles are all the same height, extend the line R S to locate the points J and K.

Draw the line J W and K Z any convenient place, so as to allow sufficient space for the diagram of triangles.

Now at Fig. 3, develop a diagram of triangles for the full lines and at Fig. 4 a diagram of triangles for the dotted lines, observing the rule for doing so as laid down for problems 1 and 2.

Now lay out the pattern by first using the true length of the full line A 1, taken from Fig. 3 as 1 J.

Then use the dotted line 1 B, taken from Fig. 4 and the space A B of the plan for locating the point B of Fig. 5.

Then use the full line 2 B, as shown by 2 J, Fig. 3, and the space 1-2, as shown by the plan for locating the point 2 of the pattern Fig. 5.

Proceed in this manner until the pattern is developed.

31

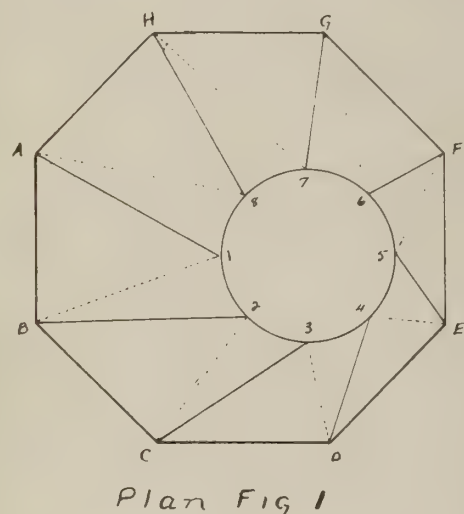
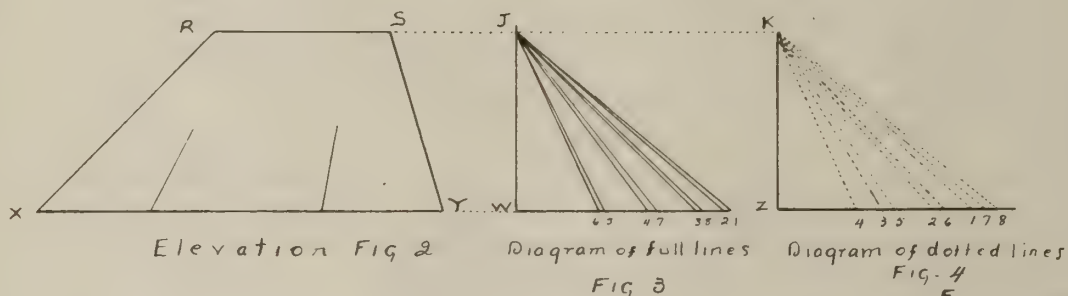
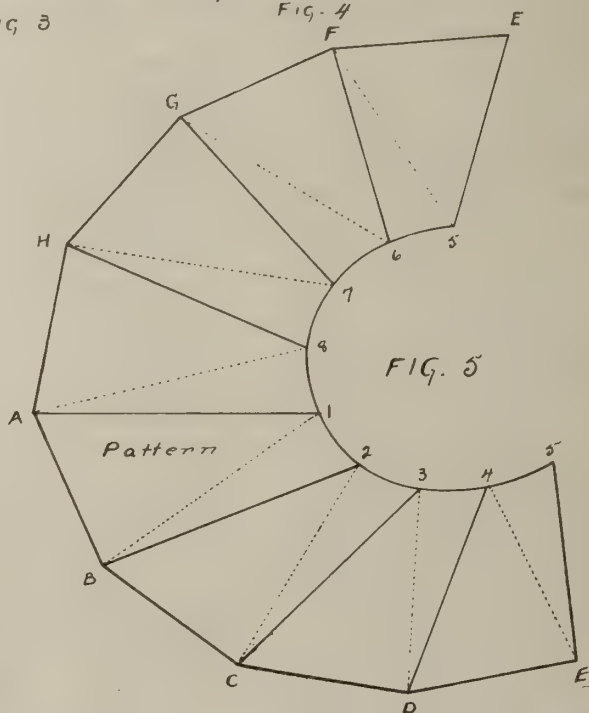


Fig. 1-A-perspective view



PROBLEM 3 TRIANGULATION

Methods of Retailing Paints and Varnishes

Increased Brush Sales 100 Per Cent.

Hardware Dealer Placed His Stock in Silent Salesman at Entrance to Store—Most of the Sales Were Made to Ladies—A Suggestion Which Others Might Adopt.

Different hardware dealers have adopted different methods of displaying paint brushes from time to time and have met with much success. During the season which has just passed, Wallace F. Maas, of 428 Spadina Ave., Toronto, made use of a new method, which increased his paint brush sales by 100 per cent.

The method adopted was a very simple one, and one which has perhaps suggested itself to many dealers, but has not generally been acted upon.

Just inside the door, and to the left as one enters, Mr. Maas has stationed a new silent salesman. This he devoted entirely to the display of paint brushes, paper hangers, brushes and whitewash brushes. All brushes were in cardboard boxes, arranged side by side on the shelves in the silent salesman. On the end of each box was pasted a large price ticket with price printed in figures so that it became visible to any one glancing in that direction. As the boxes were of red card board, and the price cards in white, printed with black, they were rendered still more conspicuous.

Several facts may be noted in connection with the stress which Mr. Maas thus placed on paint brushes. In the first place he devoted the most important position in his store to their display. As the street door is to the extreme right of the store, everyone entering naturally turned towards the left, and there directly in front of them was arranged a complete display of paint brushes. The silent salesman, as mentioned before, was a new one. With his whole stock to choose from in the selection of goods to display in the case, Mr. Maas had selected paint brushes. This shows to some extent the importance which at least one hardware dealer has attached to this line of goods.

Mr. Maas has arranged his stock of paints in the front part of the store, just opposite to his paint brushes, so that being comparatively close together it is an easy matter to refer a customer from one to the other.

Results Were Large.

With regard to results obtained Mr. Maas stated that he had never sold so many paint brushes before. In some lines sales had increased very noticeably, perhaps as much as 100 per cent. Greatest increase had been noted in smaller

brushes—brushes—selling anywhere up to fifty cents. Explaining the situation, Mr. Maas stated that most of these were bought by ladies who were led to buy through seeing them displayed so visibly. Larger and more expensive brushes had not experienced so great a change, as these were used more by experienced painters who would come in and ask for brushes anyway, whether they saw them displayed or not.

Another great advantage of this method consisted in the fact that sales

were made without special effort on the part of the salesclerk. Or in other words "To sell well, display well." Everything was right there in front of the customer. The goods were spread out, and the prices were clearly marked. In nine cases out of ten, salesclerks would not have to put forth special effort to make sales, thus saving much time and labor.

Dealers, your paint brush sales haven't been as great in the past as they might have been. Your method may need changing, or merely rubbing up. This is only a suggestion tried out by a practical hardwareman. It has been found valuable in this one case. Look carefully into your own methods, and see if you can't gain something from the experience of the other fellow.

Dealers Should Become Insurance Men

The Value of Paint as Insurance Against Decay—How Often Have Dealers Pointed Out to Customers the Necessity of Insuring Buildings Against Depreciation?

"Did you know that I had gone into the insurance business?" asked the hardware dealer, as he wrapped up the article that Farmer Jones had just purchased.

"That so?" said Jones, edging away unconsciously. People generally do edge away from insurance agents. "I hadn't heard."

"I suppose you have your house and barn insured?" continued the hardwareman.

"You bet," assented Jones with emphasis, and finality.

"Against what?" asked the hardwareman.

"Against what? Why—against fire, of course."

"Is that all? Now look here, Mr. Jones, do you mean to say that fire is the only thing threatening those buildings of yours? I don't know what the percentage of barns that are burned is, but it can't be so very large. And there is one danger that threatens all buildings all the time—depreciation and decay. Are you insured against decay?"

"Of course not," said Farmer Jones with a smile. "Where could I get that kind of insurance?"

"Right here," said the dealer, as he brought down a can of paint. "Here is your policy—right inside this can."

Paint Is Insurance.

Ever stop to consider, Mr. Dealer, just how important paint is from the standpoint of insurance? It is a factor which will go a long way toward boosting your sales.

The fact that buildings decay more or less rapidly when proper attention is not paid to them, does not require any proof. It is so well known to builders and property owners that they will be found eager to adopt any measure which promises to prevent depreciation. Allow woodwork to go exposed to the air and it soon cracks and rots.

This is due to the fact that the surface has no protection. Provide it with a covering against the destructive effect of the cold and wet and it will continue firm and solid just as long as the covering is renewed. Paint is the covering which is applied to wooden surfaces and it has been found a most effective protector against the weather. A building well painted is insured against decay and depreciation.

This is not mere speculation or sales-making exaggeration. It is a fact. Take two buildings, side by side. Have the one painted regularly and allow the other one to go untouched. The first will remain fresh and in good condition. The second will soon fall into what might best be termed structural senility.

Take a stroll through any city or town and the truth of this statement will soon be borne in upon you. You will see plenty of houses which are freshly painted and which have apparently always been kept that way. How comfortable and spick-and-span they look. If you are looking for a house to buy or to rent, these are inevitably the ones you pick out.

On the other hand, you will find scores of houses which look the picture of neglect. They were probably painted in the first place but one would never guess it, to look at them now. The woodwork is warped and weatherbeaten and sagging here and there. The whole structure looks as though it were on the point of toppling over or falling to pieces.

What a difference just a few coats of paint make!

It Is Always Needed.

Dealers handling paint can make a strong selling point out of the fact that insurance is needed more against decay and depreciation than against fire. Whereas fire only strikes here and there and at certain times, decay is always at work on every building. Fire is a possibility, decay a certainty. Fire is a misfortune which may arise, decay is a condition which must always be fought. Every owner goes to the expense of insuring his property against fire but only a few, comparatively speaking, pay for insurance against decay. A large percentage of buildings are not painted at all. Most of the remainder are not painted either adequately or frequently enough.

Paint is the cheapest kind of insurance known. In fact, as insurance, it does not cost a cent. When a man paints his store, or his home, or his barn, he gets full return for his money in the improved appearance and the resultant increase in value. He can consider then that the insurance side of it is an extra inducement, which does not cost him anything.

It has always appealed to the writer that the hardwareman did not take full advantage of this insurance argument. How often is it featured in window displays or in advertisements? How often do dealers go to the pains of giving customers a little insurance talk? Not often, we fear.

Why not start now?



To Make Pumps.

Medicine Hat.—The Medicine Hat Pump, Windmill and Brass Manufacturing Co., composed mostly of local capital, has made an agreement to start a plant here. Their agreement was presented to the city council the other night. Their by-law will be prepared

and submitted to the people as soon as possible.

Personal Notes.

W. J. Irving, of Montreal, was in Brockville on Monday and Tuesday.

Mr. Hilger, of Hilger & Sons, who has been in Montreal recently, has left for New York en route for Europe.



A delivery system in connection with a hardware store is at once a necessity and a very great convenience, especially where a large trade is done. But, perhaps no other system in connection with the store may be so abused, or so loosely run, causing in many cases a loss where gain should result.

Where much business is done and where most goods are delivered, it is very often the custom to have definite routes planned for delivery men for stated times in the day. For example, at eight o'clock, the delivery man goes to the west end, at ten to the south, and so on throughout the day.

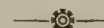
It is very important that goods for delivery should be had in readiness as soon as delivery men return, so that they will not be kept hanging round until orders are filled out. To avoid such conditions, managers should insist on orders being filled out as soon as they are received. In some cases, clerks are busy and cannot immediately give their attention to filling out orders. Here there is a tendency to set the order aside and attend to the customers in the store. The result in many cases is that when the delivery man returns, orders are all together in a bunch, and not even sorted out for the different deliveries.

That there is a decided "leak" here no one will doubt, where the staff is limited, it is difficult to remedy such conditions. One thing could be done, however. As soon as orders are received they could be filed for the different deliveries, and then when a few moments could be had, clerks could work with a view towards getting one definite delivery ready.

Goods, too, when made ready, should be placed together in one part of the store. In this way, when the delivery man returned he would see that these goods are for the south, these for the west, etc., and going to the order files, would find exactly what orders were not as yet filled out.

With something definite in view to be done, delivery men would not feel the same tendency to hang around and wait to see "if that's all." They would either see goods or orders, or both, and would be able to tell at once exactly what was to be done.

System in connection with smaller matters is the only way to get rid of the leaks in the trade. Other methods may appeal to every hardware dealer, but no matter what his system may be, it will stand some looking into and critical examination. Better look into your own system now and see how it may be remedied.



TAKES WESTERN ROUTE.

J. B. Henderson has been promoted to the selling staff of the Sherwin-Williams Co. of Canada. Mr. Henderson joined the company at an early age, his connection dating back some ten years, during which time he has held different positions in the various departments and for the past two years has been private secretary to C. C. Ballantyne, the vice-president and general manager. Mr. Henderson leaves for the West on December 1 and will cover Southern Alberta.



J. B. HENDERSON.

Have Organized Team.

H. S. Howland, Sons & Co., of Toronto, have organized their hockey team for the coming year. The officers are as follows: Hon. president, P. Howland; hon. vice-president, D. H. Foster; president, T. Wright; vice-president, G. Gilmour; secretary-treasurer, E. A. Fall; manager, E. Caslor; team committee, captain, manager, E. Caslor, R. Warum; trainer, T. White; league representatives, L. Ross and O. Byam.

Liven Up Winter Paint Sales

In our Maple Leaf line, we have no more acceptable business builder for the winter months than the smooth-flowing, easily-applied and wear-resisting FLOGLAZE. It wears like iron on floors. It is an ideal finish for interior trim in stain or enamel effects. Is your stock sorted properly for winter trade?

Our Decorative Aid Department helps dealers do winter business. It supplies color schemes for rooms, gives pointers regarding materials and methods of applying, sells stencil designs, and develops local interior decoration jobs by co-operating with the dealer and painter. Write for the Decorative Department booklet, and learn full details.

Flo glaze

This finish was originally made for floors. It is a perfect outdoor or interior finish, easy to sell and absolutely satisfactory to the local painter or consumer. Get a sample tin from us.

Made in 29 shades, including flat and gloss white and black, and gloss natural. Balance of colors are opaque or stain finishes—a complete interior line.

The M-L Line, of which FLOGLAZE is only a part, covers the entire paint trade. The business is handled entirely through the local retailer. Every method of developing business is used by us to help the dealer. This is a line you should investigate. Write us for complete color cards.

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Worth - Not Price

"Throwing a pot of paint at a canvas is not art." This statement by John Ruskin caused James McNeill Whistler, a famous painter, to enter suit against Ruskin. ♣ When the case came to trial and Whistler was on the witness stand, he was shown a certain canvas at which he had "flung a pot of paint." ♣ "What did you receive for this picture?" ♣ "One hundred pounds," said Whistler. ♣ "How long did it take you to paint it?" ♣ "One day." ♣ "What! Is your time worth one hundred pounds a day?" ♣ "Not exactly," said Whistler; "but it took me twenty-five years to get ready to paint a picture like that in a day."

When Lowe Brothers embarked in the paint business half a century ago, they made paint just as good as they knew how, but it has taken fifty years of experimentation—fifty years of honest endeavor to gain the knowledge which enables them to make paint with the efficiency of the "High Standard" Paint of to-day. Chemical tests, Mechanical tests, and Physical tests have all played important parts in making a paint, which will "Give best results," and to-day "High Standard" is the "Master Paint." This is not a mere statement; it's a truth. Would you be bound to the ways of the past when change means progress? Come! Investigate the "High Standard" Proposition.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

MARKING TIME.

The paint and oil market has been "marking time" as far as prices are concerned. No changes have been made and uncertainty exists as to what will develop in certain lines.

Turpentine is abnormally low and may advance soon.

White lead and glass are reported to be very firm.

Linseed oil is still selling at low quotations.

MONTREAL.

Montreal, Nov. 28.—While the paint business continues good, this may be said to be a quiet season of the year and there are no outstanding features to make this market particularly interesting. Prices of linseed oil, white lead, etc., remain unchanged and at the present time it would be difficult under existing conditions to forecast the trend of the market. Manufacturers report that, for the time of year, business is above the average and express themselves as satisfied with the volume of orders being received.

Linseed Oil.—Price of linseed oil remains unchanged at 57 and 60. Some say that this will not last and that a higher figure may be looked for, while others are of the opinion that conditions which would warrant a rise are not anticipated. However, no one seems to think that a lower price is likely and it is probably a good buy at the present figure.

White Lead.—It has been said that the war situation in Europe is having some effect on white lead. Buyers in that part of the world are holding off and supplies on this side are therefore more plentiful. Should the war be brought to a close and the chance of international complications removed, buying in Europe would commence more freely which might have the effect of stiffening prices here. Under present conditions an advance in price would not come altogether as a surprise.

Turpentine.—No change in price is noted from last week. Demand is fair and supplies are good. There seems no reason to anticipate any change.

Glass.—The fact that navigation will soon close has caused a good business to be done in glass recently. The demand is great and supplies none too good. No advance in the price, however, has been heard of.

Mixed Paint.—While this is the quiet season of the year for the paint manufacturers, it is what might be termed a

busy quiet season. It may safely be said that no price changes may be made, for, though oil is cheap, it is not much lower than when existing paint prices were made, while both white lead and cans are higher.

TORONTO.

Toronto, Nov. 28.—No definite price change is to be reported this week in the paint market. Interest centres chiefly around linseed oil, as it has done for the past few weeks. But just what the outcome will be is very uncertain. White lead remains very firm. Any change taking place would, judging from present conditions, be in an upward direction. Putty is still in very great demand and remains very firm. There is a tendency towards another advance in glass within a short time. Turpentine this week remains firm and resin is reported as being slightly weaker.

Linseed Oil.—Prices in oil when quoted this week range from 59 and 62 to 64 and 67 just the same as last week. But in many cases such quotations are merely nominal. With some dealers there seems to be no fixed price.

Such are present conditions. Just what the future will bring is very uncertain. The effect of the large flax seed crop may have been overestimated. That is a point on which no one is certain. But now that navigation is about to close, boats will be unable to bring down the crop from the West, which means rail freight. In addition to that there is a tendency to give the preference to wheat. So that there seems to be at least something to help keep prices from falling. The fact that an open market exists at present would rather tend to show that oil cannot go much lower.

Turpentine.—Latest quotations give turpentine still selling at 60, the same as last week. Just now prices are abnormally low, and have been low for some time. In former years there has been a tendency for turpentine to advance from this time on. At present, however, there is nothing to show that an advance is likely to take place at once.

White Lead.—Bookings on white lead have been extended till April 30, which means that no change in price is likely to take place till that time. Usually prices in lead have been advanced 10 or 15c at the close of navigation. Demand has been stiffening somewhat of late, and with scarcity of dry and white lead in England it would almost look as

if lead might advance. But with dealers booking orders at present prices for delivery up till April 30, no immediate change seems likely.

Glass Very Firm.

Glass.—Glass is reported this week as being very firm. Orders have been coming in briskly and all have been for large quantities. Supplies have been so scarce that it has been almost impossible to get glass at all. Chances for an advance in price look very good. Some dealers state that glass will go up again within the next few days.

Putty.—Demand for putty still keeps. Prices remain firm. No change is at present anticipated.

Paints and Varnishes. — Whether present prices in oil and turpentine will affect prices on prepared paints is a matter of much discussion. White lead is high, and while it stays up zinc white also remains high. All other dry colors are keeping to the high level also. The effect of all these, it is said, will offset the decrease in turps and oil and leave prepared paint prices unchanged.

WINNIPEG.

Winnipeg, Nov. 25.—The season for outside work is closed but there is still a large amount of inside painting to be done and painters in most cases have plenty to do to keep them busy until the end of the year.

There is still a good sorting business being done in flat wall paints, varnishes and other materials for interior finishing. Floor paints are a line generally in demand in the spring and fall.

Trade in window glass is still active but not as noticeably so as during the past month.

Oil and turps are steady but further reductions in oil are probable as flax prices are steadily on the decline and the market is congested. Turpentine prices are not subject to much variation locally.

FIND \$52,000,000 IN PAINTS.

According to the daily press, a dispatch from Madison, Wis., says: Fifty-two million dollars will be added to the wealth of the state as a result of experiments carried out in the mining laboratory of the University of Wisconsin on the merits of Wisconsin paint materials. One million tons of rock, containing these materials, it is estimated, have been lying idle for centuries in south-western Wisconsin. Experiments by a university professor developed from this rock paints of every color, from mahogany to colonial oak.

INTENSELY serious talks to follow this one are based on a single idea. If the idea is right our truths must win you. Else, they are powerless. There is no middle ground.

* * *

This is the idea: We believe that the thing which gives your customers the limit of value for their money is the thing that will yield the greatest total profit to you in the long run. Providing always that equal publicity and a fair profit percentage are assured to begin with.

* * *

Thoughtfully, not on the moment's spur, do you agree? Then the responsibility of following our demonstration closely rests upon you. For we sincerely bind ourselves to show that Brandram's B. B. Genuine White Lead, B-H "ENGLISH" Paint, etc., offer the greatest value your customers' money can buy.

. . .

Value is the pivot upon which all good business swings. Better value—Better business. The two are inseparable. Surely if we can prove the value you will welcome the business it can bring you. Can we? Watch!

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

At The Outset **Do You Agree?**

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c.; Superior, 60c.; A Special, 38c.; Hoo, 25c.; "B," 23c.; "C," 20c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto

Plates, ¼ to ½ inch, per 100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch, 2 70 2 80
Tubes, per 100 ft., 1½ inch, 9 95 10 00
" 2 " 8 65 8 70
" 2½ " 11 00 11 00
" 3 " 12 60 12 70
" 3½ " 15 75 15 80
" 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge, 0 27
Rods base ½ to 1 inch, round, 0 23
Tubing, seamless base, per lb., 0 26
Tubing, iron pipe size, 1 inch base, 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roadway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.

Casting ingot 19 25
Cut lengths, round bars, ½ to 2 in. 27 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00
Copper sheet, tinned, 14 x 60, 15 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 2 pig iron 21 00
Summerlee, No. 2 pig iron 24 50
Carron, special 25 50
Carron, soft 25 00
Cleveland, No. 1 22 00
Clarence, No. 3 22 50
Jarow 25 50
Glenamock 26 00
Radnor, charcoal iron 33 75
Ayresome, No. 3 34 50
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50

Angles \$.....base 2 50 2 50
Common bar, per 100 lbs. 2 10 2 05
Forged iron, per 100 lbs. 2 25 2 35
Refined iron, per 100 lbs. 2 35 2 40
Horseshoe iron, per 100 lb. 2 35 2 40
Mild steel 2 20 2 20
Sleigh shoe steel 2 15 2 25
Iron finish machinery steel (domestic) 2 15 2 25
Iron finish steel (foreign) 2 20 2 25
Reeled machinery steel 2 60 3 00
Tire steel 2 25
Sheet cast steel 0 15 0 15
Toe cask steel 3 05 3 15
Mining cast steel 0 07½ 0 08
High speed 0 65 0 65
Capital tool steel 0 50
Cammell Laird 0 15
Black Diamond tool steel. 0 08 0 08
Corona tool steel 0 06½
Silver tool steel 0 12½

Cold Rolls Shafting.
¾-16 to 11-16 inch 0 06
¾ to 1 7-16 inch 0 05½
1 7-16 to 3 inch 0 65
Montreal, ½ and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 80 2 70
12 gauge 2 70 2 75
14 gauge 2 60 2 65
16 gauge 2 60 2 65
18 gauge 2 60 2 65
20 gauge 2 65 2 75
22 gauge 2 65 2 75
24 gauge 2 65 2 75
26 gauge 2 75 2 85
28 gauge 2 80 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 90 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 35
60 4 70 4 60
20x28x80 8 90 8 80
20x28x80 9 40 9 20

GALVANIZED SHEETS (CORRU-GATED).

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 60
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur. Gordon Gorbals' gauge Head de-Lis Crown Best Best
16-20... 3 70 3 35 3 60 3 70
22-24... 3 75 3 40 3 65 3 75
26... 4 15 3 80 4 05 4 15
28... 4 35 4 15 4 25 4 35
Colborne Crown—5.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.

extra
"Comet" sheets—
22... 3 65
24... 3 70
26... 3 75
28... 4 00
Apollo brand—
24 gauge, American 3 75 3 65
26 gauge, American 3 95 3 70
28 gauge, (26 English) 4 30 4 15
10% oz., equal to 4 50 4 45
English

IRON PIPE.

Black Galv.
¾ and ¾ 64 p.c. 49 p.c.
¾ 69 p.c. 59 p.c.
¾ in. to 4 in. 73½ p.c. 63½ p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:
Montreal. Toronto
Heavy copper and wire, 0 11 0 11½
Light copper bottoms, 0 09 0 09½
Heavy red brass, 0 10 0 10½
Heavy yellow brass, 0 08 0 08½
Light brass, 0 06 0 06½
Tea lead, 0 02½ 0 02½
Heavy lead, 0 02 0 02½
Scrap zinc, 0 03 0 04
No. 1 wrought iron, 2 80 10 00
Machinery cast scrap, No. 1 16 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 08½

LEAD.

Domestic (Trail), pig, 110 lbs. 5 75
Imported pig, per 100 lbs. 7 00
Bar pig, per 100 lbs. 8 00
Sheets, 2½ lb. sq. ft., by roll, 8 00
Sheets, 3 to 6 lb., ft. 7 50
Cut sheets ¾ c. per lb. extra.
Cut sheets to size, ¾ c. per lb. extra.

LEAD PIPE.

Lead pipe, 7½c. 10 per cent. off.
Lead waste pipe, 9c. 10 per cent. off.
Traps and bends, 30 per cent.

SOLDER.

Montreal. Toronto
Bar, half-and-half, guaranteed 30½ 0 30
Wiping 0 28½ 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Strains—
56 & 28-lb. ingots, 100 lbs. \$66 00 \$53 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
1 C, 14x20 base 7 00
1 X, 14x20 base 8 25
1 X X, 14x20 base 9 50

Raven and Murex Grades—
1 C, 14x20 base 5 00
1 X, 14x20 base 6 00
1 X X, 14x20 base 7 00
1 X X X, 14x20 base 8 00
"Dominion Crown Best"—Double.

Coated, Tissued.
1 C, 14x20 base 7 00 7 00
1 X, 14x20 base 8 25 8 25
1 X X, 14x20 base 9 50 9 50
"Allaway's Best"—Standard Quality.
1 C, 14x20 base 4 50
1 X, 14x20 base 5 50
1 X X, 14x20 base 6 50

Bright Cokes.

Bessemer Steel—
1 C, 14x20 base 4 25
20x28, double box 8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
1 C, 20x28, 112 sheets 7 50
1 X, Terne Tin 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.) 7 50
XX, 14x60, 50 sheet bxs.)
XX, 14x65, 50 sheet bxs.)

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 8 00
72x30 up to 26 gauge, case 8 50
lots

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end adds 25c. per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. P. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.30 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; No. 32-34, \$6. Coopered, 75c.; oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b., Montreal—100 lbs. Nos. 4 and 5, \$2.70; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, \$2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed. Poultry Netting. 2-in. mesh, 19 w.g., 60 p.c. off. Other sizes 60, and 55 p.c. off. Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning. Extra net per 100 lb.—Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c. bagging and papering 10c. 50 and 100-lb. bundles 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks 50c. in ½-lb. hanks, 75c. in ¼-lb. hanks, \$1.

Wire Cloth.

Patented Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 37½
Galvanized, plain twist 2 90
Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots, extra 5 p.c.

F.O.B., Montreal.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85
Plain 2 65

PAINTS, OILS AND GLASS.

Barn Paint.
In barrels, 5-gal. tins 0 80 0 90

In barrels, 5-gal. tins 0 80 0 85

Beeswax. 0 40

Chemicals. In casks per lb.

Sulphate of copper (bluestone) 0 67
Litharge, ground 0 07½
flaked 0 07½

Green copperas (green vitrol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ocre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. tins 0 66½

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) 1 80

Cee Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue. Per lb.

French medal 0 10

German common sheet 0 10

German prima 0 15

White pigfoot 0 15

Brantford medal 0 20

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 20

" white glue 0 12

" 100 flake 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¾-lb. pack-

ages, 10c; ½-lb., 15c; 1-lb., 25c. Dis-

count. 0 13

XL 0 11½

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18½ 0 18½

Packets, 1-lb., 100 in case, 0 20½ 0 20½

½-lb. 0 22½ 0 22½

Tins, 1-lb., 100 in case 0 21½ 0 21½

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08½

" 100-lb. kegs. 0 08½

Prepared Paints. Per gallon

in qt. tins

Sherwin-Williams paints, base, 2 00

Canada Paint Co.'s pure 1 75 2 00

Globe house paint (Windsor) 1 60

"New Era" house paint (Wind-

sor) 1 85

Benj. Moore Co.'s "Egyptian"

Brand 1 50

Moore's pure linseed oil H.C. 1 85

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 70

Ramsay's paints, Thistle 1 40

Martin-Senour, 100 p.c. pure 2 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jameson's Crown and Anchor brand 1 60

Plaster of Paris.

Per barrel 0 30

Half-pint tins, per dozen 0 60

Sell Your Customers Quality and Quantity

Every can of **MINERVA PAINT** contains the best quality it is possible to produce, and **Full Imperial Measure**.

The most forceful and profit-producing support goes with the agency.

Write for details.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Avenue
TORONTO

Established in England in 1834

P-83



Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC.,

66-68 FRASER AVENUE TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885

"A new list every week"

Do you know any of
these Bowser users?

James Walker Hardware Co.
Montreal

Noden, Hallit & Johnson,
Toronto

Delormier Hardware Co.
Montreal

Central Hardware Co.
Ottawa, Ont.

J. N. McGregor
Oakville, Ont.

La Cie. M. McLaughlan, Ltd.
Boutouche, N.B.

W. J. Robinson,
Bassons, Alta.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastolite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jameson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co. sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
R.H. Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastic exterior finish	4 25
Stovepipe varnish, 1/2 pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 60
No. 1 orange shellac varnish, bbls	1 40

Window Glass.		
Size United	Star	Double
Inches.		Diamond.
Under 26	\$ 4 25	\$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 15 p.c.		
Montreal prices, no discount.		
Size United	Star	Double
Inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80		7 75
81 to 85		8 50
86 to 90		10 00
91 to 95		11 00

White Lead Ground in Oil		
Montreal Toronto		
Per 100 lbs.		
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decor. pure	8 25	8 25
Crown and Anchor, pure	9 40	9 40
Elephant, Genuine	8 55	8 55
Essex, Genuine (Windsor)		8 00
Island City Decorators'		
pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead	8 40	
Monarch (Windsor)	8 50	
Munro's Select Flake White	8 50	8 05
Purity C.O. Co.'s, Ltd.	8 10	
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	8 40	
Tiger Pure	8 25	8 40

Western Schedule.		
Terms—2 p.c. 30 days or net 3 months		
from date of shipment. Packages 25		
lbs. and over 500-lb. kegs, 15c per 100		
lbs. lower. Delivery—F.O.B. Toronto or		
Hamilton; London, 5c per 100 lbs.		
extra. Contracts as required until 15th		
May, 1911		

White Zinc (Dry)	0 07 1/2
Extra Red Seal, V.M.	0 07 1/2
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05 1/2
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.		
Adzes		
Carpenters', per doz.	12 50	14 00
Plain ship	18 00	22 00
Axes and Hatchets.		
Single bit, per doz.	6 00	9 00
Double bit	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 75	6 00
Barrell hatchets	5 50	6 85

Buckworth, per lb	0 10 1/4
Ammunition	
"Dominion" Rim Fire Cartridges and	
C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps,	
50, 10 and 2 1/2 p.c.; Centre Fire Pistol	
Cartridges, 25 and 2 1/2 p.c.; Centre Fire	
Sporting and Military Cartridges, 10	
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;	

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10,	
Tobin Never Choke, 60 and 10,	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50
Zenith	9 00
Atlas, steel covered	5 00
Perfect	8 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.		
Door bells, push and turn, 45 and 10		
p.c.		
Cow bells, 65 p.c.		
Sleigh bells, shaft and hames, pair,		
22c up.		
Sleigh bells, body straps, each, \$1.15		
up.		
Farm bells, No. 1, \$1.65.		

Belting.		
Extra, 60, 10 and 10 per cent.		
Standard, 60, 10, 10 and 10 per cent.		
No. 1, not wider than 5 in., 60, 10,		
10 and 10.		
Agricultural, not wider than 4 in., 75		
per cent.		

Lace leather, per side, 80c; cut laces,		
85c.		
Brass and Japanned, 40 p.c.		

Bolts and Nuts.		
Per cent.		
Carriage Bolts, common, new,		
\$1 list.		
Carriage Bolts, % and smaller, 60 & 15		
Carriage Bolts, 7-16 and up, 55		
Carriage Bolts, Norway Iron		
(\$3 list)		
Machine Bolts, % and less, 65 & 5		
Machine Bolts, 7-16 and up, 57 1/2		
Plough Bolts	55 & 5	
Blank Bolts	60 & 50	
Bolt ends	57 1/2	
Sleigh Shoe Bolts, % and		
less	55 & 10	
Sleigh Shoe Bolts, 7-16 and	50 & 5	
larger		
Coach screw	70 & 10	
Nuts, square, all sizes, 4c per lb. off		
Nuts, Hexagon, all sizes, 4 1/2c per lb. off		
Stove rods, per lb., 5 1/2 to 6c.		
Stove Bolts, 80.		

Building Paper, etc.		
Tarred Slaters' Paper, per roll.	0 95	
O.K. Paper, No. 1, per roll.	0 95	
O.K. Paper, No. 2, per roll.	0 70	
Plain Fibre, No. 1, p. 400 ft. roll	0 50	
Plain Fibre, No. 2, p. 400 ft. roll	0 35	
Tarred Fibre, No. 1, 400 ft. roll	0 62	
Tarred Fibre, No. 2, 400 ft. roll	0 43	
Tarred Fibre Cans, 25 lbs., roll	0 60	
Dry Cyclone, 15 lbs.	0 60	
Plain Surplice, per roll	0 42	
Resin sized Fibre, per roll	0 42	
Asbestos Building Paper, p. cwt.	4 00	
Heavy Straw, plain and tarred,		
per ton	36 00	
Carpet felt, per cwt.	2 60	
Tarred wool roofing felt, cwt.	2 00	
Pitch, Boston or Sydney, 100 lbs.	0 85	
Pitch, Scotch, per 100 lbs.	0 85	
Heavy fibre, 32 ft. x 60 ft.,		
per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq.	0 75	
3 Ply Ready Roofing, per sq.	0 95	
2 Ply Ready Roofing, per roll.	1 15	
3 Ply complete, per roll.	1 35	
Liquid Roofing Cement, bbls., per		
gallon	0 17	
Liquid tins cement, 5s	0 19	
Cumde coal tar, per bbl.	4 50	
Refined coal tar, per bbl.	5 00	
Shingle Varnish, per bbl.	5 00	
Cans, per lb.	0 06	
Rails, per lb.	0 05	
Mop Cotton, per lb.	0 17	

Butts.		
Plated, bower barff & Nickel, No. 241,		
45 per cent.		
Wrought brass, 45 p.c. off revised list.		
Cast iron loose pin, 60 p.c.		
Wrought steel fast joint and loose pin,		
70 p.c.		
Crescent brands, 70 p.c.		
Cement and Firebrick.		
Canadian Portland, bags, per		
bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
"English	21 00	21 00
"American, low	23 00	25 00
"high	27 50	35 00
Fire clay (Scotch), net ton.	5 50	
Chalk and Pencils.		
Carpenters Colored, per gross	0 65	0 80
lead pencils, p. gr.	2 40	6 75

Chisels.		
Cold chisels, 5 x 6 in., doz.	2 20	
Bevel edge, 1 inch, doz.	2 50	
Chain.		
Proof coil, per 100 lb., 1/4 in., \$6.00;		
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in.,		
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in.,		
\$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in.,		
\$3.40.		

Stall fixtures, 35; trace chain 45; jack-		
chain, iron, 50; jackchain, brass, 50; cow		
ties, 40; halter chains, 50 and 5; tie outs,		
75; coil chain, 50 and 5; hammock		
chains, galvanized, 35 and 5.		

Clamps.		
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.		
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. To-		
ronto, Hamilton, London and St.		
Marys, 40 per cent.; f.o.b. Ottawa,		
Kingston and Montreal, 37 1/2 and 10		
per cent.		
Malleable swivel head, 4 in.	2 50	
"adjustable, 4 in.	7 60	
Carpenters, 3 feet	3 60	
Conductor Pipe.		
2 inch, in 10 foot lengths	3 45	
3 "	4 20	
4 "	5 53	
5 "	6 50	
6 "	9 26	

Cotter Pins.		
Cotter pins, 90 p.c. Montreal.		
Copper and Nickel Ware.		
Copper boilers, kettles, 40 and 5 p.c.		
Copper tea and coffee pots, 42 1/2 p.c.		
Copper pitts, 27 1/2 per cent.		
Foundry goods, hollow ware, 45 p.c.		

Door Knobs.		
Canadian knobs, 45 and 10 per cent.		
Porcelain, mineral and jet knobs, net		
list.		

Door Sets.		
Canadian, 45 and 10 per cent.		
Door pulls, 60 per cent.		
Door Hangers (Parlor)		

Single sets, each (Easy brand)....	1 80	
Double sets, each	3 25	
Unbreakable rail, 100 feet	5 00	

Door Springs.		
Chicago (coil), 25 per cent.		
Reliance (coil), 20 per cent.		

Draw Knives.		
Carpenters 6 inch, doz.	5 25	
Folding handles, 8 inch, doz.	1 80	

Drills.		
Bit stock drills, 2-32 in., doz.	0 67	
Escutcheon Pins.		
Steel, discount 50 per cent.		
Brass, 50 per cent.		

Eavetroughs.		
8 inch, in 100 foot length	3 02	
10 "	3 31	
12 "	3 88	
15 "	5 53	

Add extra 10c per 100 ft. O.G. Round		
Bead Trough.		

Factory Milk Cans.		
Milk cans and pails 35 p.c.		
Hand delivery and creamery cans, 40 p.c.		
Railways cans, 45 p.c.		
Cream cans, 40 p.c.		
Creamery trimmings, 75 and 12 1/2 p.c.		

Faucets.		
Common, cork-lined, 35 per cent.		
Farrier Knives.		
Buckworth, 50 p.c.		

Files and Rasps.		
Disston's	70 and 10	
Great Western American	70 and 10	
Kearney & Foot, Arcade	70 and 10	
J. Barton Smith, Eagle	70 and 10	
McClellan, Globe	70 and 10	
Black Diamond	60 and 10	
Delta Files	60	
Nicholson	62 2-3	
Jowett's (English list)	27 1/2	
Spear & Jackson (English list)	35	
Forbes.		
Blacksmiths portable, 135 lbs.	9 85	

Galvanized Ware.		
Dufferin pattern pails, 45 per cent.		
Flaring pattern, 45 per cent.		
Galvanized washtubs, 45 per cent.		

Grindstones.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1
Smaller sizes extra	

EVERY DEALER
SHOULD SELL

Black Diamond Roofing

It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West



RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH TAILOR SHEARS

Are Reliable
And Profitable

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.

R. Heinisch's Sons Co.,

Newark, N.J. U.S.A.



We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

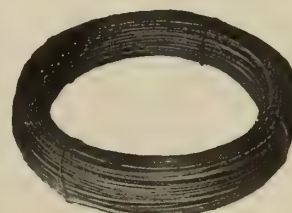
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man



HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem brass polish, 100 in pkgs	6 00
Axoline metal polish, 100 in pkgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00
Nails.	
1-1½ inch	3 30
1½ inch	3 00
1½-1¾ inch	2 75
2-2½ inch	2 65
2½-3 inch	2 50
3-3½ inch	2 40
3½-4 inch	2 35
4-4½ inch	2 30
5, 5½, 6 inch (base)	2 40
Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pails, 35 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Plies and Nippers.	
Buttton's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	per gross 30 00
Indian snap	per gross 25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Roker's	per doz. 7 50
Roker's King Cutter	15 30
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 10%
Pure Manila Rope	0 15%
"British" Manila	0 11½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 45 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, janned, per gross	
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, ¼ lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu	
Sythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 7½
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80
" Scissors and Shears	3 00
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70; Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Janned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harness, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	
Stocks and Dies.	
No. 20, Beaver Die Stock.	18 75
Stones—Oil and Sythe.	
Washite	per lb. 0 25 0 37
Hindustani	0 06 0 10
" slip	0 18 0 20
" Axe	0 16
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	
per gross	3 50 5 00
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blue and tinned, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimble, blue, tinned and janned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, in solid heads, in bulk, 15; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
Tape Lines.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821.	1 35
" Steel, No. 1840, 50 ft.	....
Trowels.	
Disston's, 10 per cent.	
Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount 35 per cent.	
Tinners' Trimmings.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
Traps (Rat and Mouse).	
Out O' Sight Mouse Traps	Doz. 1 20
" Rat Traps	0 45
Easy Set Mouse Traps	0 95
" Rat	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80
Vises.	
Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	120 00
Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 in.	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Whiffletrees.	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermen's, 44 in.	0 95
Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa,h Carriage neckyokes and whiffletrees, ash, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small bolts, 27½; stove bolts, 77½; sleigh shoe bolts to ¾, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 190 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c. Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 50 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 22, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.50; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$4.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¾ inch, \$2.40; ¾ inch, 2.55; 1 inch, \$3.35; 1¼ inch, \$4.00; 1½ inch, \$5.75; 1¾ inch, \$6.80; 2 inch, \$9.35; 2½ inch, \$12.50; 3 inch, \$19.35; 3½ inch, \$26.15; 4 inch, \$32.60; 4½ inch, \$37.30; 5 inch, \$43.75; 6 inch, \$63.25.

Galvanized pipe—¾ inch, \$3.40; ¾ inch, \$3.50; 1 inch, \$4.30; 1¼ inch, \$5.20; 1½ inch, \$7.55; 1¾ inch, \$10.25; 2 inch, \$12.25; 2½ inch, \$16.40; 3 inch, \$26.15.

Logging Chain—¾ in., \$7.60; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; No. 10, 34c; 12, 36c; copper burrs, No. 8, 44c; No. 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

Screws—Bright iron round head, 80 and 100 p.c.; flat head, 85 and 100 p.c.; round head, brass, 70 and 100 per cent.; flat head, brass, 75 and 100 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Linseed Oil—Raw, per gal., 80c; boiled, per gal., 85c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, \$3.25; decorators' special, \$3.50; in small lots advance price 25 per cent. Lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3¾c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3¾c; English purple oxide, in casks, 3¾c; less than barrels, 4c per lb.

Putty—Cash—\$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3 40

Paris Green—21½ cents per 112-lb.

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS

Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have
to.

DON'T PUT OFF

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

The Way to Better Profits!

People who take a pride in making their home
attractive will give you re-orders if you recommend
and sell them



"SILKSTONE"

(COPYRIGHT)

Flat Wall Colours

Wherever it has been used in the West it has given
much pleasure to the user by adding Tone To The
Home.



Silkstone gives a soft, mat-like surface and dries
without gloss, yet with plenty of life. Can be
easily washed with soap and water. It dries as
hard as stone and as smooth as silk. Stock an order
of Silkstone now—boost it. Our guarantee backs
every can.

Write for our agency proposition to-day. Color
cards on request.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—

2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-TO-DATE. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

WANTED—A MANUFACTURERS' AGENCY or hardware lines on commission. Address J. A. Gilhuly, 814 Broadway, Winnipeg, Man. (48)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY INSTALLING an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

FOR SALE

FOR SALE—SMALL STOCK OF FLOOR-glaze enamel, \$1.35 per gal. Box 713, Hardware & Metal, Toronto. (48)

FOR SALE—CLEAN HARDWARE STOCK in progressive Western Ontario town. More new buildings in course of erection than will be finished this year. Owner has manufacturing interests that demand his attention. Many of the best agencies controlled. Address Box 713, Hardware & Metal, Toronto. (48) ver, or London, Ont. (50)

WANTED RETAIL HARDWARE MAN. Must be good salesman and stockkeeper. Give reference, experience, salary expected, married or single. McPherson Bros., Medicine Hat, Alta. (49)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

SITUATIONS VACANT

BUILDERS' HARDWARE SALESMAN — must be thoroughly competent to take complete charge of builders' hardware department. Write, giving experience, reference and salary wanted to Cunninghams, Limited, 1012 Granville St., Vancouver, B.C. (48)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — EXPERIENCED HARDWARE hustler, competent to manage in absence of owner and go out after trade. A good store and stock to start with. Must be morally clean and not a drinker. Preferable one that would like to invest and get a start in business for himself. Address M. M. C., Hardware & Metal, Toronto. (48)

WANTED—AT ONCE—ONE FIRST-CLASS tinsmith, who is capable of helping out on plumbing. Must be capable of taking charge of a shop. Married man preferred. Must be strictly sober. State salary wanted, also experience. For Okanagan Valley. Steady position for the right man. Apply The McClary Manufacturing Company of Vancouver.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbly. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

THE ART OF BUSINESS GETTING — AN essay on the elements of successful selling, by experts. Paper, 50 cents. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

MAKE A NOTE OF THE GEM AND JEWEL LINE OF CITY MAIL BOXES

THEIR PROFIT PRODUCING
POSSIBILITIES COMMEND
THEM TO THE DEALER.

THEIR MANY
POINTS OF
MERIT
SUPERIORITY
OF
CONSTRUCTION
AND
HANDSOME
APPEARANCE
COMMEND
THEM TO THE
PURCHASER.
MADE BY
THE
PECK-HAMRE
MFG. CO.
BERLIN, WIS.



Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Malleable Iron Castings

for Carriages and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



The Bulldog MOP WRINGER AND BUCKET COMBINED

Trade Mark

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do not travelling) and we will be pleased to quote you prices.

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER ONTARIO

When writing advertisers, kindly mention having seen the ad. in this paper.

NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR ONTARIO



Mac's Special Red Hone Curling Stones

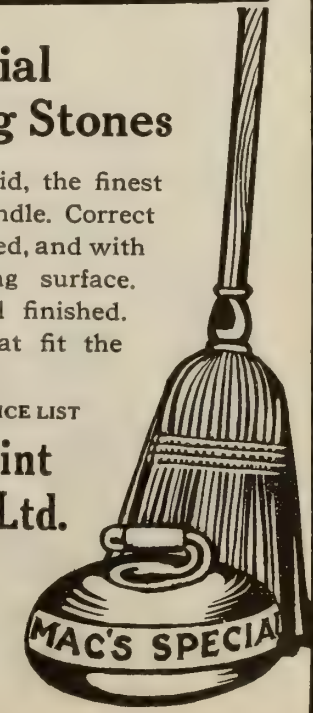
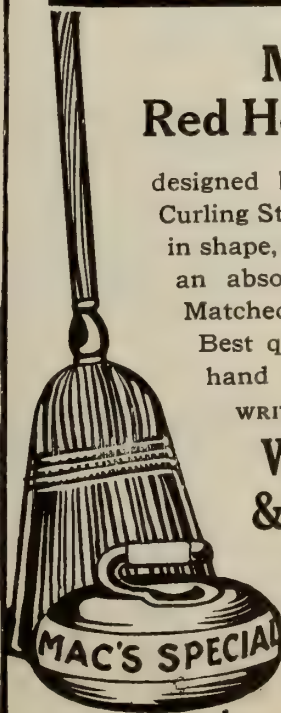
designed by Jas. MacDiarmid, the finest Curling Stones you could handle. Correct in shape, beautifully balanced, and with an absolutely true-running surface. Matched pairs and well finished. Best quality handles, that fit the hand perfectly.

WRITE FOR DEALERS' PRICE LIST

**Winnipeg Paint
& Glass Co., Ltd.**

"Everything for a Building."

Winnipeg,
Man.



**The Right
Paint**

**To
Paint
Right**

**COLD WEATHER
AND FROST**

have no effect on Ramsay's Paints.
Those dealers handling this line know
there is no danger of complaint that Ramsay's
Paints cannot be satisfactorily applied in cold
weather.

RAMSAY'S PAINTS

are made to stand the rigorous Canadian climate with
all its extremes. They are made right to paint
right, and your stock for this fall and winter
should be Ramsay's

*Will you answer our invitation
to be a Ramsay Agent?*

A. RAMSAY & SON CO.
MONTREAL
Paint Makers Since 1842.

1842



to now



Good, Reliable Paints!

The quality of **Sterling Prepared Paints** is the highest. It ensures easy working and long service.

Begin the New Year Right by stocking Sterling Prepared Paints. With them in your store you will realize a **quick turnover**, an increasing demand and good profits.

Many hardwaremen will be only too glad to let you **profit by their experience**. Let us connect you with some of them —then you will be convinced that all we claim for these paints is based on facts.



Canadian Oil Companies, Limited TORONTO

HALIFAX	ST. JOHN	MONTREAL	QUEBEC	WINNIPEG
CALGARY	EDMONTON	HAMILTON	LONDON	OTTAWA



Brighten Up Your Paint Business



THE policy of the Sherwin-Williams Co. has been to excel in the quality of every line of goods they put on the market. Many of the most successful hardware dealers in the Dominion have built a successful and profitable paint department through their dependence on the high quality and the completeness of the line of Sherwin-Williams Paints and Varnishes.

Trade is best built up by good and reliable goods, and the Sherwin-Williams dealer has even more than that behind him. The long experience of the Sherwin-Williams Co. in the manufacture and sale of paints and varnishes has enabled them to study the needs of the Paint Dealer. An important part of their selling organization is a department which is in continual touch with S.W. agents and their trade prospects, in every section of the country.

Personal letters to property owners and painters, and personal calls by the company's representatives on property owners who contemplate painting or redecorating, bring good business to the dealers who handle their goods. Persistent advertising in the leading magazines and farm journals; the use of the billboards and attractive displays in agents' windows educate the painter, the consumer and the future consumer to the high quality of the Sherwin-Williams line.

"Brighten Up" your paint business by selling Sherwin-Williams Paints, Varnishes, Enamels, Colors, Stains, Pure Linseed Oils, etc.

You are interested in doing as much business as you can, and it will take only a moment of your time to send us your address. We will be glad to tell you about the Sherwin-Williams selling plans.



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

Your Customers Can

with any kind of bronze, mix
a more serviceable bronze
paint with the use of our

Reflex Bronze Liquid

This liquid is the result of
careful study.

It is very easily mixed with
bronze, and does not deter-
iorate as rapidly as the pre-
pared paint.

Sell this combination to your
trade, and we guarantee that
you will give better satis-
faction.

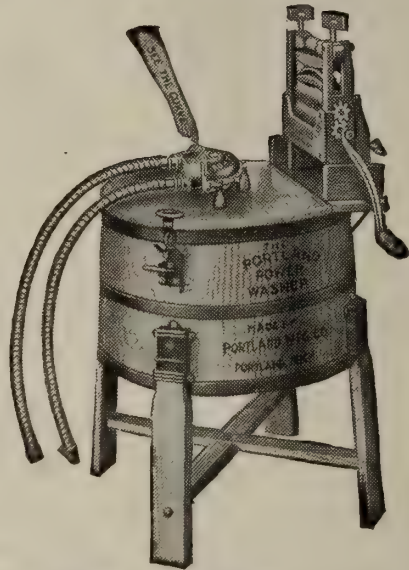
REFLEX BRONZE LIQUID
pays a good profit. Stock
it now.

**"The Best
The World Ever Saw"**

The AULT & WIBORG Co.
of Canada, Limited

MONTREAL, TORONTO, WINNIPEG

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth
is the way the Washer washes. Try it
out with the Dirty Shirt test. Take an un-
usually dirty but originally white shirt,
run it through the Portland Water Power
Washer, and you'll find that the shirt itself
is not only perfectly clean (provided, of
course, that the dirtiness of the shirt isn't
due to paints, etc.), but that the neck and
wrist bands too are spotless.

The Portland is a trouble-less washer—
it relieves all washer worries.

Made complete in our own factories—
washer, motor, and furniture finished tub.

If you're looking for a quality washer
that's really worth while get after your
hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE ECONOMY OF PAINT

From the saving side the up-to-date dealer has the economical property owner converted to the use of paint. The proof is established—paint saves repairs—paint adds years of service and satisfaction to everything paintable.

MARTIN-SENOUR PAINT

100% PURE

not only saves repairs but it adds value to the painted property. Dealers who sell it find every selling argument confirmed by the experience of users of Martin-Senour Paints. It is a pleasure to sell a paint that brings the purchaser back for more of it. You will enjoy selling MARTIN-SENOUR PAINTS and VARNISHES, so write today for the agency for your town.

The Martin-Senour Co. Limited

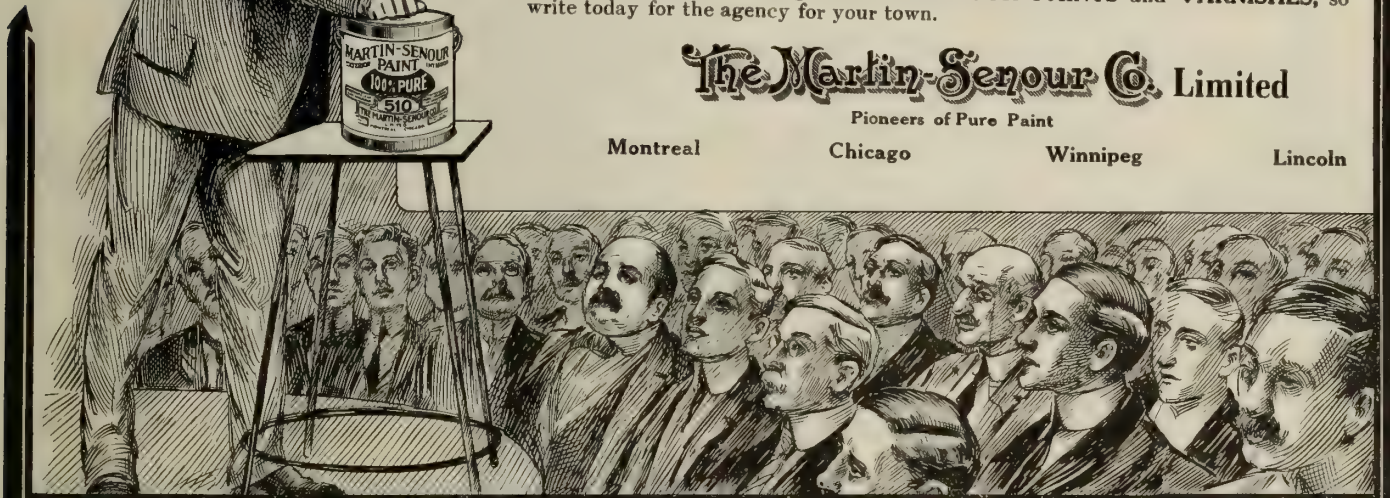
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



WILL YOU LISTEN?

We want to tell you one or two little things about DOUGALL VARNISH. It is made in the best equipped factory in Canada, which possesses the most up-to-date machinery and facilities.

It is made from none but the very finest of materials, and none but the most expert labor is used in its manufacture.

It is thoroughly aged, and not a can is allowed to leave the factory unless it comes right up to the Dougall standard.

The result is that it is the best varnish made, and we are perfectly justified in calling it

The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street,

Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

LONDON

HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto.
Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

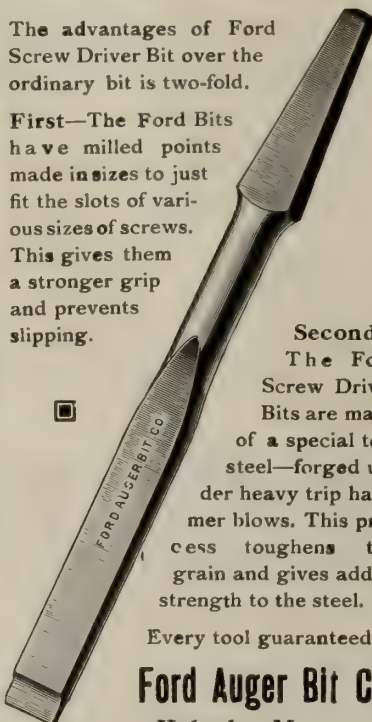
43 EXCHANGE PLACE
NEW YORK CITY

The Milled Points of FORD SCREW DRIVER BITS

Give Them Added Strength

The advantages of Ford Screw Driver Bit over the ordinary bit is two-fold.

First—The Ford Bits have milled points made in sizes to just fit the slots of various sizes of screws. This gives them a stronger grip and prevents slipping.



Second—The Ford Screw Driver Bits are made of a special tool steel—forged under heavy trip hammer blows. This process toughens the grain and gives added strength to the steel.

Every tool guaranteed.

Ford Auger Bit Co.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



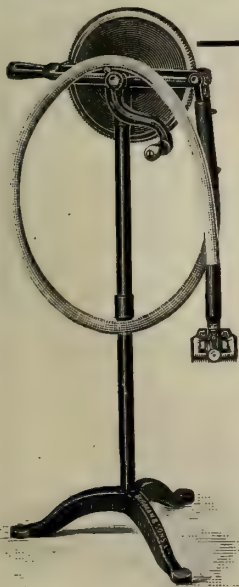
THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

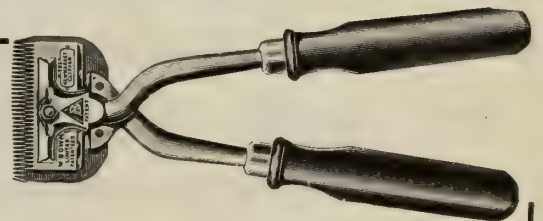
CONNOR Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa. Ont.



CLIPPERS OF ALL KINDS BURMAN'S CLIPPERS

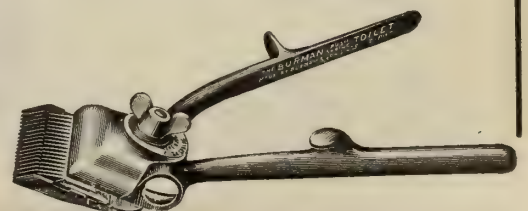


are known all over the world, and are acknowledged to be the best. There are many imitations, but none just as good. Your customers know Burman's Clippers, and they cannot buy them except from you or some other dealer—Burman Clippers are sold only through the trade. Not more expensive than other makes, and vastly superior in quality.

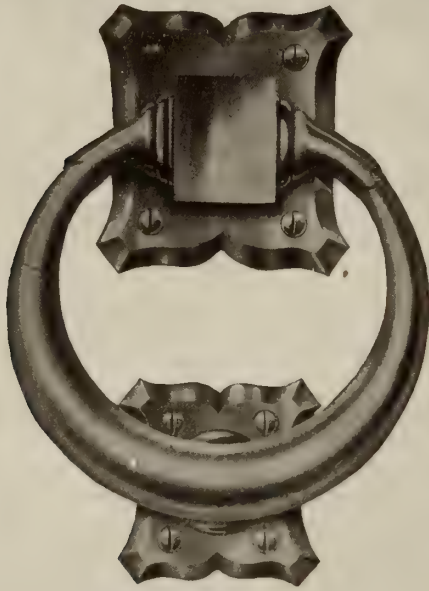
SOLD BY ALL JOBBERS

Sole Agents for Canada :

**B. & S. H. THOMPSON & CO., LIMITED
MONTREAL**



Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

BLACKSMITHS

IN EVERY CONCEIVABLE TRADE USE

LAFFITTE WELDING PLATES

Because they have become an economical necessity in every well run shop. LAFFITTE produces a perfect homogeneous weld at a remarkably low heat, in at least 1-3 the time, fuel and labor. On difficult work it is unequalled, you can weld steel that can't stand a welding heat. It's a good proposition for the Jobber too. The demand has been created and you will find your own trade using LAFFITTE to-day. You get a good profit, there is no risk and we know you can sell them.

SEND FOR OUR PROPOSITION

We carry a stock in CANADA, importing direct from our works in Paris.

The PHILLIPS-LAFFITTE CO.

PHILADELPHIA, PA., U.S.A.

"Laffitte has had many imitators but never a competitor."

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

**HANDLES
Of Quality**

**WHIFFLETREES
DOUBLETREES
NECKYOKES**

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

**W. C. CRAWFORD CO.
LIMITED**

Tilbury, Ontario



*To the
Trade—*

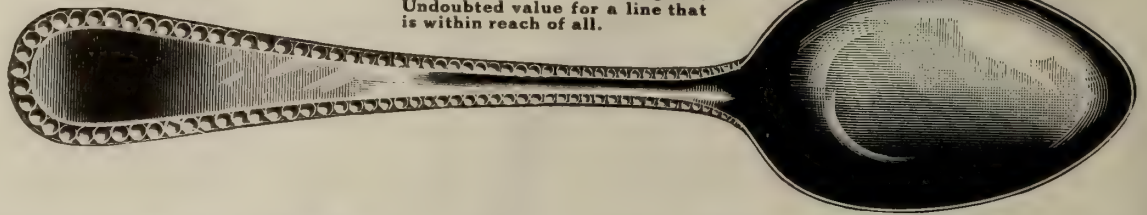
We beg to announce that our new and complete catalog of Lanterns, Lamps and Burners will be ready for Distribution about December 15th.

Have your name put on our mailing list and you will receive a copy of this "Up To Date" publication.

Address "Dept. E"

**Ontario Lantern & Lamp Co.,
HAMILTON, CANADA.** *Limited.*

NICKEL SILVER BEADED PATTERN



Made from a special metal that will wear white throughout Undoubted value for a line that is within reach of all.

The McGLASHAN CLARKE CO., Ltd.,

Niagara Falls, Canada

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

"Kenrick" Hardware

Made in England — Sold the World Over

We carry stocks of the following articles in our Winnipeg warehouse: Tinned Cast Iron Sauce-pans, Round Pots, Glue Pots, "Anglo" Enamelware, full line of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, Meat Choppers, Potato Mashers and Fruit Slicers of superior merit.

Our Hardware is backed by our long retained reputation. Your store will benefit through "Kenrick" sales.

Archibald Kenrick & Sons, (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.

Dealers!

HERE'S YOUR CHANCE
TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite
DAVID MAXWELL & SONS, ST. MARY'S, ONT.





Made in
Three
Weights—
STANDARD,
MEDIUM
J.M.T.
And
EXTRA
HEAVY
J.M.T.

When A Man Asks For Good Valves
Be Able To Supply Him with

J.M.T. VALVES

—Then You Will Be Sure To Give Satisfaction

They are the cheapest to the user in the long run. They have been on the market for over 25 years and have an established reputation among engineers—a reputation that is the result of perfect service and exceptional durability.

All parts of J. M. T. GLOBE VALVES are made proportionately correct in design, and all valves are carefully tested and fully guaranteed.

J. M. T. VALVES are made in GLOBE (as illustrated), ANGLE AND CHECK PATTERNS.

GOOD PROFITS AWAIT YOU. Write For Full Particulars.

The James Morrison Brass Mfg. Co., Ltd.

Manufacturers and Dealers in a Complete
Line of Plumbing and Heating Supplies

93-97 ADELAIDE STREET WEST, - TORONTO

"DIAMOND" HIGH SPEED REAMERS

Trade



Tools of Quality Bear These Marks



Marks



Maintenance expense—the cost of up-keep of tools—is greatly reduced where those made of "W & B" High Speed Steel are employed.

"Diamond" High Speed Reamers are processed by experts. They will give the longest life, correct dimensions, and are unequalled for wearing and cutting quality.

The greatest care is given the milling and grinding, consequently absolute accuracy is obtained. Rigid inspection and test enable us to guarantee every one accurate to size and of "W & B Diamond" quality. Jobbers in all large cities will supply, or write us. Ask for Catalog 74A.



THE WHITMAN & BARNES MFG. CO.

Established 1854

Factory at - ST. CATHARINES, - ONTARIO

Stocks Carried at Winnipeg and Montreal.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

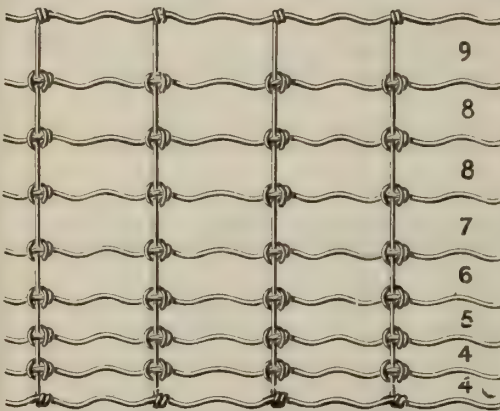
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

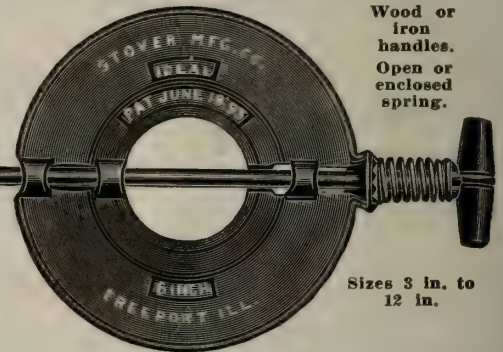
STOVER'S STOVE AND FURNACE TRIMMINGS

This is the damper you should sell, because 1. It has a long,
sharp point. 2. Two lugs on spindle to lock it in the blade. 3.
Retains any position in pipe. 4. Strengthened by rings to prevent
breaking and warping. 5. Is the easiest to put in place.

We specialize in making stove and furnace trimmings, fire-
place fixtures, waffle irons and a general line of shelf and household
hardware.

Will Send Catalog on Request.

Stover Mfg. Co., 709 East St., **Freeport, Ill.**



Wood or
iron
handles.
Open or
enclosed
spring.

Sizes 3 in. to
12 in.

See
This
Weld



Combined distortion tensile strength test

This chain has had each link upset by pounding them into circular shape, then tested by hydraulic
pressure until the links pulled stiff, then further proven by twisting the links out of shape. $\frac{3}{8}$ in.
chain, thus mistreated, withstood a tensile strain of 11,000 pounds per square inch, which test could
not be duplicated in any other make of chain.

Sales Office:
Buffalo, N. Y.

McKinnon Chain Company

Factory:
St. Catharines, Ont.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson - Made Files. These are the favorite made - in - Canada Nicholson Brands:—

“American”
 “Arcade”
 “Great Western”
 “Globe”
 “Eagle”
 “McClellan”
 “Kearney & Foot”
 “J. B. Smith”

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE

ONT.

Old Standard, Eagle, Pyramid and Globe GERMANTOWN LAMPBLACK

IN PACKAGES OR BULK FOR EVERY REQUIREMENT

The mere fact of having the Best Blacks at a moderate price — not necessarily the cheapest in initial price per pound, but cheapest in final results, added to the assurance of absolute purity, uniformity and good service is the reason we have the Largest Lampblack business in the world.

Dealers everywhere should sell these brands—they are the assurance of absolute satisfaction.

**Why Buy The “Near Brand”
When the Best is Procurable?**

Established 1849.



The L. MARTIN CO.

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

Window Glass

Prompt Import From Belgium

Chance's Glass Plate Glass Colored Glass

B. & S. H. THOMPSON & CO.

Limited
MONTREAL, QUE.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION



5753 IRON	
3 in.....	4/3
4 ".....	6/-
5 ".....	8/6

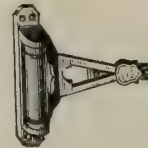
5754 BRASS

3 in.....	6/9
4 ".....	10/-
5 ".....	14/-
per pair.	

5355 IRON	
4 in.....	23/6
5 ".....	32/-
6 ".....	40/-

5356 BRASS

4 in.....	40/-
5 ".....	53/-
6 ".....	65/-
per dozen.	



2401
With 2 in.
Shoe,
18/- each.



2860
With 2 in
Shoe,
26/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

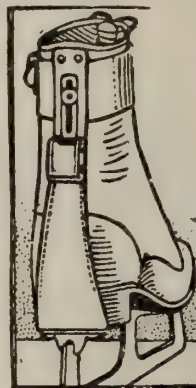
**The Aylmer Pump &
Scale Co., Limited**
AYLMER, ONTARIO

"Perfection" ANKLE SUPPORT

"A SPLENDID WINTER SELLER"

It is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.



Write for particulars and prices.
Good profits await you.

THE OWEN SOUND STEEL PRESS WORKS
OWEN SOUND, ONT.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



Farmers and Grocers

Are Prospective Buyers Of

THE CHAMPION CIDER MILL

Get After Them—A Good Profit Awaits You

This Grinding Mill does its work rapidly and easily; can be worked by hand or power.

The pressing tubs are strong and are so constructed that they cannot clog.

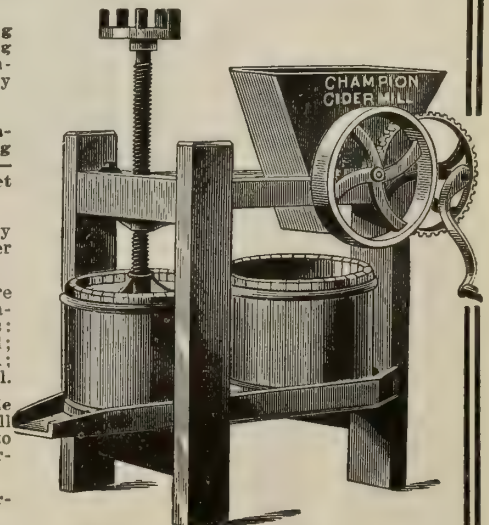
The whole machine is strong and well made — has nothing to get out of order.

It has many advantages over other makes.

We manufacture three sizes, capacities as follows:
No. 1, 1 Bushel;
No. 2, ¾ Bushel;
No. 3, ½ Bushel.

Stock a sample at once — it will enable you to procure many orders.

Write for particulars.



The London Foundry Co., Ltd.
LONDON, CANADA

The World's Largest

PURE LAMPBLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a **WRITTEN GUARANTEE**

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto;
H. W. Glassco, Winnipeg.

The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

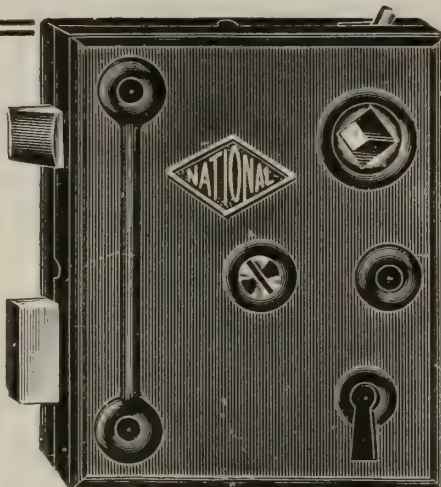
MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

National Steel Rim Locks

are noted for their strength, durability and efficiency.



Safety Demands a good Lock

The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

Let us hear from you

NATIONAL HARDWARE COMPANY, LIMITED
ORILLIA, ONTARIO, CANADA

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish. Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**
Established 25 Years.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1/2 inches thick.

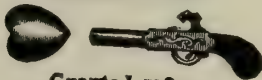
Send us your orders



LONDON, CANADA

Corporate Mark

STAMPED
ON THE



GENUINE
ARTICLE

Granted 1780.

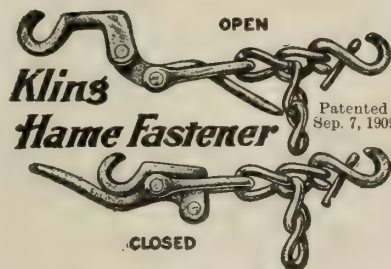
Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER

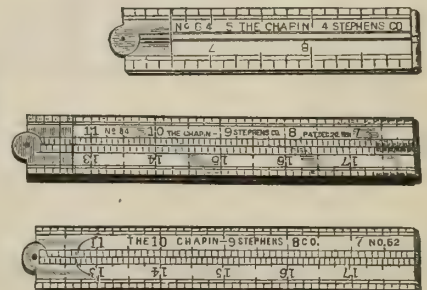
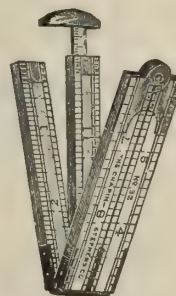


Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY
J. SAMUELS, - - - - - TORONTO, ONT.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

DIRECTORY OF MANUFACTURERS

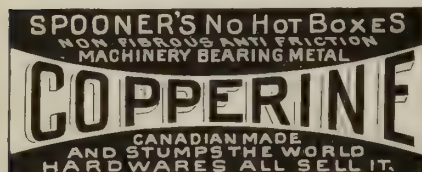
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.



BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CLIPPERS.

BOILERS.



HARDWARE MEN

Put in a stock of
FEED COOKERS

Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

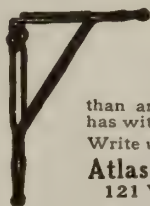
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street

Birmingham

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

Atlas Manufacturing Company

121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents

SASKATOON, - SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man.

covering the jobbing trade of Manitoba, Saskatchewan and Alberta.

This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg.,
Winnipeg.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.

Send For Our New Catalog



Most complete line of

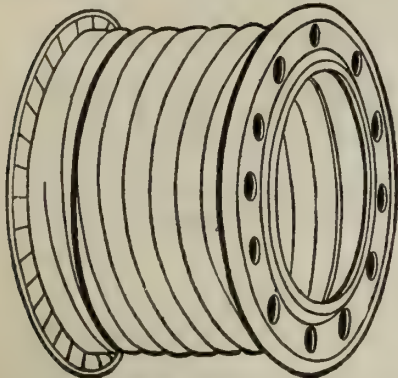
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

The "Lucky Grip" Bent Trimmer Shear

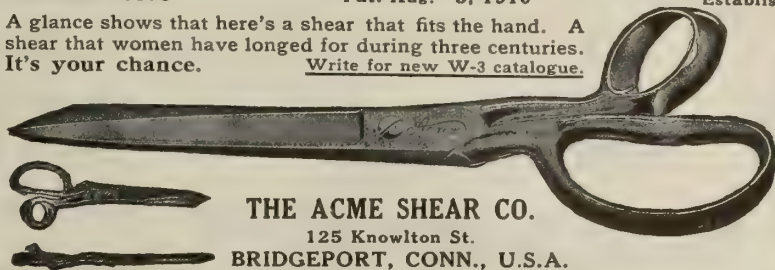
Established 1875

Pat. Aug. 5, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

125 Knowlton St.

BRIDGEPORT, CONN., U.S.A.

Made in 7" - 8" - 9" Sizes
List Price
\$34, \$36, \$38 gross

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind.

These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



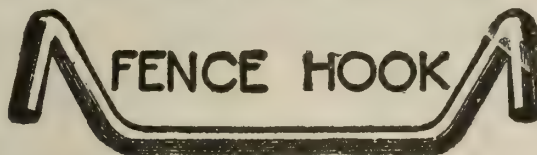
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG • PEASE FOUNDRY LIMITED TORONTO • PEASE PACIFIC FOUNDRY LIMITED VANCOUVER



D. PERES' Barrel Brand RAZORS

BARBERS KING



Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND.

ORDER NOW.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine,
222 Portage Ave., Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass Window and Leaded Glass Fancy and Wired Glass Mirrors and Bevelled Plates Plasters, Limes and Cements No order too large or too small.	Building and Sheathing Papers Felt and Asbestos Papers Rubber Roofings and Roofing Papers Nails and Sash Pins Putty and Glaziers' Points Prompt shipments our specialty.	Metallic Ceilings and Cornices Metallic Shingles and Sides Sewer Pipe and Tilings Plasterers' Hair, Sash Bars, Brick Mantels, Grates and Tile. Correspondence Solicited.
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!





ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

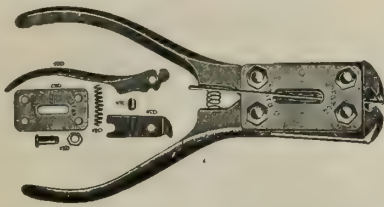
E. C. ATKINS & CO., Makers of Sterling Saws
Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

SMITH HARDWARE CO., LIMITED

UTICA BRAND

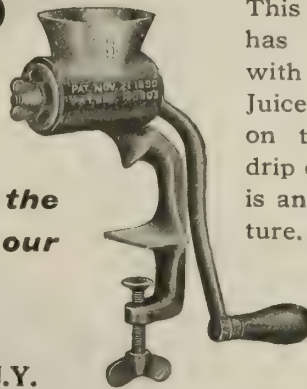
240 Lemoine St.
MONTREAL



*The Goods with the
guarantee—get our
prices.*

Manufactured by

THE UTICA DROP FORGE & TOOL CO., UTICA, N.Y.



This food chopper has only 3 pieces with 3 extra cutters. Juices cannot drip on the floor—must drip on to dish—this is an exclusive feature.



*Red Devil Goods
Bring Satisfaction*

J. A. HENCKLES

Twinworks Cutlery

Fine Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.



"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL
OUTWEAR
ANYWARE

Write for our Special Christmas Assortment.

It will afford you a quick turn-over at good profits.

THE WARE M'F'G. CO. LIMITED OAKVILLE, ONT.



BUR-NOR

Get our Prices
and Catalogue
to-day.

BUR-NOR



Every "Bur-Nor" You Sell

Adds prestige to your reputation as a dealer who sells absolutely first-class goods. The "Bur-Nor" assures a uniformity of strength and serviceability that cannot be had where strength depends upon the varying grains and conditions of wood. 50% stronger than second growth hickory. Blades carefully tempered in oil. Nine styles from which to choose.

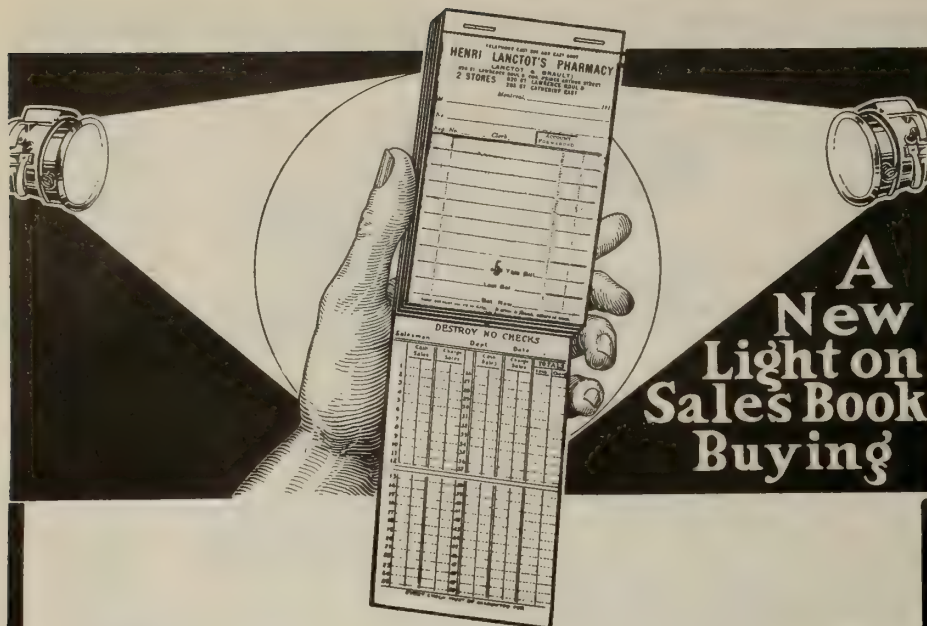
BURGESS-NORTON MFG., CO.
Geneva, Illinois, U.S.A.

BUR-NOR

*A Handle that does not
break or shrink.*

*A Blade that keeps its
temper.*

BUR-NOR



WHEN buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, service, delivery, cleanliness and moisture-proof qualities. Have you ever seen samples of

THE SURETY

The SURETY salesbook is made in styles and sizes suitable for every business. The back of the original sheet (in duplicate books) is coated with a carbon that does not smut with ordinary use and which gives a perfect copy every time. In the triplicate book the original and duplicate sheets are coated with the SURETY coating—the only kind on the market that will not deteriorate with age.

We Also Make Every Style and Size of Single Carbon Pad

Write for quotations on the kind of books you are using and send us a sample book. We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We have 30 travelling men in Canada. Let us put you in touch with the one near you. It may be worth many dollars to you to write a postal card to-day.

Dominion Register Co., Limited

Toronto, Canada

BRANCHES New York, Pittsburgh, Boston, Chicago, Minneapolis, Kansas City, Memphis, Atlanta, Washington, San Francisco, Helena, Seattle, Dominion Register Co., Ltd., Manchester, England.

Manufacturers of the McAskey System

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES.
at \$2.50 each. Box 920, HARDWARE AND METAL, Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

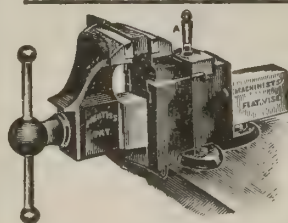
Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

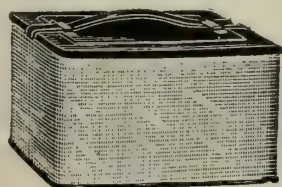
Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

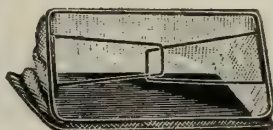
Sole Agents for Canada: A. Macfarlane & Co., Christine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

Ehle's Patent Lunch Box

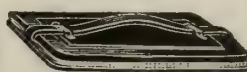
This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE



FOLDING UP



FOLDED FOR POCKET

Dimensions set up—
7½ x 4½ x 5 inches.
Parcelled 1 doz. in a bundle;
packed 1 gross in a case.
Shipping weight per gross,
80 lbs.

Prices on Application.

Manufactured by **E. T. WRIGHT & CO.,** Hamilton, Canada

(H. G. WRIGHT)

Agencies at —VANCOUVER,

WINNIPEG,

TORONTO

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

WELL SEASONED

WELL BALANCED

WELL FINISHED

These are the points that make our line most popular among players.
Still's Hockey Sticks are made of second growth rock elm, and are the most satisfactory line that you can handle.

STILL'S HOCKEY STICKS

"STILL'S SPECIAL" is our highest grade stick—a stick for professional players.
"EMPIRE," inferior only to "Special."
"CHAMPION," the leading boys' stick.

"IMPERIAL," a good all-round stick.

Write us at once for full particulars and prices.

J. H. STILL MANUFACTURING CO., LTD.

St. Thomas, Ontario

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANTED AD. in this paper.

REGISTERED



Henry Rogers, Sons & Co., Limited

(Established over a Century)

HRS & CO
TRADE MARK

Wolverhampton

Liverpool

Sheffield

EVERYTHING IN METALS

Galvanized and Black Sheets, Canada and Tin
Plates, Copper, Tin, Lead, Spelter, etc.

Heavy and Shelf Hardware

Chain, Anchors, Wire of every description, Hollow-
ware, Poultry Netting, etc.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

Dealers Please Note

Prices are
Worth
Investigating



Quality Always
Up To
Standard

WROUGHT STEEL TABLE HINGE

This is one of the new lines which we have recently commenced manufacturing. All our goods are of the finest quality and workmanship. Our prices are right, and you will get satisfaction by placing your order with us. Deliveries always prompt. Goods will be shipped same day as order is received, if you desire.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

QUEBEC

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	79	Davidson, Thos., Mfg. Co.	21	McArthur, Alex., & Co.	57	Ramsay, A., & Sons Co.	62
American Bolt & Screw Case Co.	30	Defriez & Woodman	17	McClary Mfg. Co.	27	Raymond Bros.	73
American Shearer Co.	78	Directory of Manufacturers	78	McDougall, R., Co.	68	Regina Storage & Forwarding Co.	14
Andrews Wire Works, Inside back cover		Dominion Cartridge Co.	32	McGlashan-Clarke Co., Ltd.	70	Rogers, Henry, Sons & Co.	84
Atkins & Co., E. C.	80	Dominion Register Co.	82	McKinnon Chain Co.	70	Ross Rifle Co.	88
Atlas Mfg. Co.	78	Dorken Bros.	8	MacLaren & Co.	72	Salyards Mfg. Co.	28
Ault & Wiborg Co.	64	Dougall Varnish Co.	65	Magnolia Metal Co.	24	Samuels, J.	11
Auto Strop Safety Razor	4	Eastern Mfrs., Ltd.	78	Maple City Mfg. Co.	16	Sapho Mfg. Co.	32
Aylmer Pump & Scale Co.	74	Enterprise Mfg. Co.	9	Martin, The L., Co.	73	Saskatchewan Glass & Supply Co.	
		Enterprise Enamel Co.	14	Martin-Senour Co.	65		89
Barnett, G. & H.	72	Fisk Publishing Co.	76	Maxwell, D., & Sons	70	Scymour, Henry T., Shear Co.	79
Barton Netting Co.	70	Ford Auger Bit Co.	68	Metallic Roofing Co.	19	Shariat & Newth	79
Bosse & Banks	78	Garlock Packing Co.	75	Metal Shingle & Siding Co.	21	Shaw, A., & Son	79
Bowser, S. F. & Co., Ltd.	55	Glockler, Bernard	30	Millers Falls Co.	79	Sherwin Williams Co.	63
Brandram-Henderson, Ltd.	53	Goddell-Pratt Co.	22	Mitchell & Co., David	78	Sheet Metal Products Co.	2
Burgess Norton Co.	81	Greening, B., Wire Co.	80	Moore & Co., Benjamin	59	Smith Hardware Co., Ltd.	81
Burman's Chippers	67	Grief Bredt & Co.	80	Montreal Hdw. Mfg. Co.	84	Southington Mfg. Co.	78
Burrow Stewart & Milne	28	Guelp Spring & Axle Co.	61	Morris & Bailey Steel Co.	10	Soren Bros.	77
Bushnell Novelty Co.	60	Gutta Percha & Rubber Mfg. Co.		Morrison Brass Mfg. Co.	71	Spooner, Alonzo W., Ltd.	78
			Inside back cover	Morrisow, John, Screw Co.	79	Standard Chain Co.	10
Cameron & Campbell	28	Hamilton & Son, C. J.	16	Moses & Bro., F. E.	61	Standard Paint & Varnish Co.	61
Canada Foundry Co.	76	Hamilton Stamp & Stencil Wks.	78	National Hardware Co.	13	Standard Silver Co.	18
Canada Metal Co.	78	Heinisch, R., Sons Co.	57	National Mfg. Co.	77	Stanley Rule & Level Co.	28
Canada Steel Goods Co.	8	Henderson & Richardson	64	National Safety Snap Co.	77	Steel Co. of Canada, Ltd.	6
Canada Wire & Iron Goods Mfg. Co.	75	Hero Mfg. Co.	15	Newman, W., & Sons	78	Steel Tough & Machine Co.	20
Canadian Copper Co.	66	Howland, H. S., Sons & Co.	7	New Imperial Cycles	77	Stephens, G. F., & Co.	59
Can. Fairbanks-Morse Co., Ltd.	2	Hutton, Jas., & Co.	76	Nicholson File Co.	73	Stevens, The Jno., Co.	20
Can. Heating & Ventilating Co.	26	Imperial Varnish & Color Co.	51	North Bros. Mfg. Co.	1	Stewart, Jas., Mfg. Co.	16
Canadian Hart Wheels	78			Nova Scotia Steel & Coal Co.	61	Still, J. H.	83
Canadian Oil Cos.	62	James & Reid	78	Oakey, John, & Co.	56	Stover Mfg. Co.	72
Canadian Tube & Iron Co.	83	Jameson & Co., Ltd., R. C.	59	Ontario Lantern & Lamp Co., Ltd.	69	Stratford Mfg. Co.	28
Can. Hdw. Mfrs. Ex. Assee.	11	Jardine, A. B., & Co.	61	Otterville Mfg. Co.	76	Tallman Brass & Metal Co.	76
Carbomundum Co., The	1	Keating, Wm.	14	Owen Sound Steel Press Wks.	74	Thompson, B., & S. H.	74
Carey, Philip, Co.	78	Kenrick & Sons, Ltd., Archibald... ..	70	Owen Sound Wire Fence Co.	72	Toledo Cooker Co.	22
Cartwright, C. C.	73	Kyle, P.	60	Parmenter Bullock Co., The	78	Toronto Plate Glass Importing Co.,	57
Cartland, Jas., & Son	74	Laidlaw Bale Tie Co.	57	Pease Fdry, Co.	79	Townsend & Co., S. P.	16
Caverhill, Learmont & Co.	5	Lamplough, F. W.	81	Peck Hamie Mfg. Co.	60	Want Ads.	60
Chapin, Stevens Co.	77	Lewis Bros., Ltd.	3	Peck, Stowe & Wilcox	30	Ware Mfg. Co.	81
Chatham Malleable & Steel Co.	85	Lloyd, Ed.	31	Peterborough Lock Co.	68	Western Clock Co., Inside front cover	
Chicago Flexible Shaft Co.	65	London Bolt & Hinge Works	77	Pinchin, Johnson & Co.	55	Western Distributors, Ltd.	78
Chicago Spring Butt Co.		London Foundry Co.	75	Pink, Thos.	29	Wheeler & Bain	28
	Inside back cover	London Rolling Mill Co.	66	Pittsburg Lamp Brass & Glass Co.	88	White Mop Winger Co.	66
Collette Mfg. Co.	68	Lowie Bros., Ltd.	51	Phillips Luffite Co.	68	Whitman & Barnes Mfg. Co.	21
Comer, J. H., & Son	67	Lufkin Rule Co.	Inside back cover	Plymouth Cordage Co.	29	Wilkes-Martin-Wilkes Co.	76
Crawford, W. C., Co.	69			Prentiss Vise Co.	82	Winnipeg Paint & Glass Co., Ltd.	61
Crookes, Jonathon, & Son	77					Wright, E. T., & Co.	85
Cummer-Dowswell, Ltd.	12					Yale & Towne	22

The Chatham Child's Folding Cutter

Is An Article You Cannot Afford to Overlook When Stocking Your Winter Goods

Superbly finished in red or dark green.

Convenient and safe for shipment.

When folded will take up very little space in stock.

Easily folded or set up.

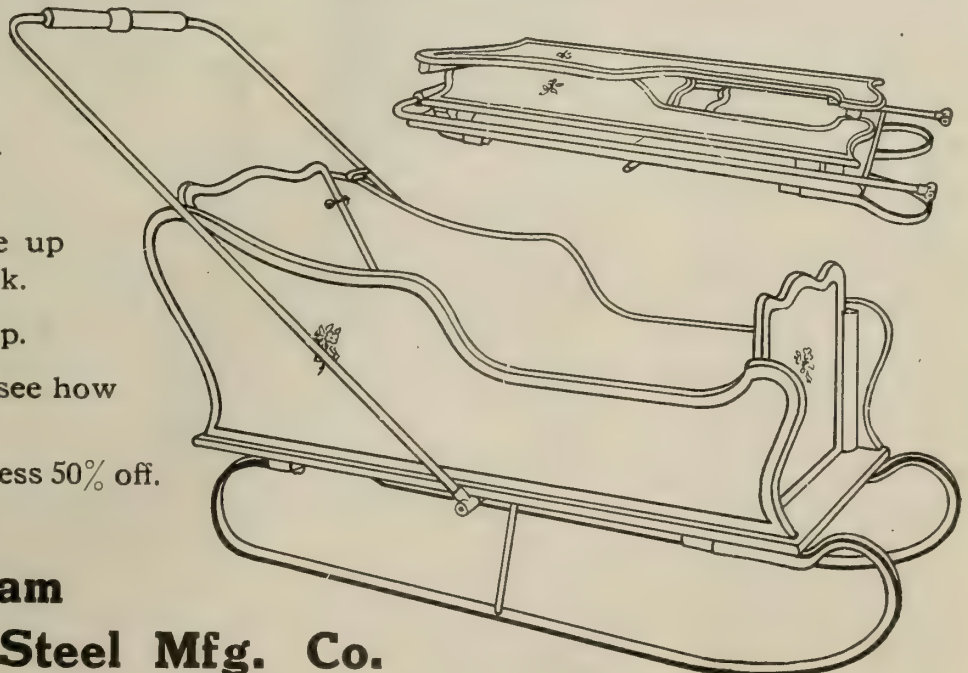
Stock one on trial and see how easily it will sell.

Price per dozen \$84.00 less 50% off.

Write us now

The Chatham Malleable & Steel Mfg. Co.

CHATHAM, ONTARIO, CANADA



CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels.

London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware.

Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition.

Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York

Animal Traps.

Oneida Community Ltd., Oneida, N.Y.

Anchors.

Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits.

Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.

Axes.

Jas. Smart Mfg. Co., Brockville.

Babbitt Metal.

Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.

Tallman Brass & Metal Co., Hamilton.

Bakers' Equipment, all kinds.

Brantford Oven & Rack Co., Brantford.

Bar Iron.

Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.

Bale-Ties.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns.

Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.

Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting.

Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.

Belting, Hose, etc.

Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages.

E. T. Wright & Co., Hamilton.

Binder Twine.

Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts.

London Bolt & Hinge Works, London, Ontario.

The Steel Co. of Canada, Ltd., Hamilton.

National Acme Mfg. Co., Montreal.

Boilers and Radiators.

Pease Foundry Co., Toronto.

Gurney Foundry Co., Toronto.

Bolts, Expansion.

Star Expansion Bolt Co., New York.

Boxes, Mail.

Peck Hamre Mfg. Co., Berlin, Wis.

Brackets, Shelf.

Atlas Mfg. Co., New Haven, Conn.

P. & F. Corbin, New Britain, Conn.

Stanley Works, New Britain, Conn.

Brass Goods.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Evered & Co., Smethwick, Eng.

Henderson & Richardson, Montreal.

Tallman Brass & Metal Co., Hamilton.

Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.

Henderson & Richardson, Montreal.

Tallman Brass & Metal Co., Hamilton.

Bread Racks.

Brantford Oven & Rack Co., Brantford.

Brushes.

Meakins & Sons, Hamilton.

Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.

Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Caverhill, Learmont & Co., Montreal.

Howland, H. S., Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal.

Luffkin Rule Co., Saginaw, Mich.

North Bros. Mfg. Co., Philadelphia, Pa.

Saskatchewan Glass & Supply Co., Moose Jaw.

Stanley Rule & Level Co., N. Britain.

Builders' Hardware.

Belleville Hardware & Lock Mfg. Co., Belleville.

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, C.

H. S. Howland, Sons & Co., Toronto.

May & Palmer, Birmingham, Eng.

National Hardware Co., Orlinda.

Peterborough Lock Mfg. Co., Peterborough.

Smith Hdw. Co., Montreal.

Butts.

Canada Steel Goods Co., Hamilton.

P. & F. Corbin, New Britain, C.

Butts and Hinges.

Jas. Smart Mfg. Co., Brockville.

Cans.

Thos. Davidson Mfg. Co., Montreal.

McClary Mfg. Co., Toronto.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.

Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers.

Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters.

Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles.

Guelph Spring and Axle Co., Guelph.

Cartridges.

Dominion Cartridge Co., Montreal.

Cash Registers.

National Cash Register Co., Toronto.

Cattle and Trace Chains.

Greening, B., Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines.

Oneida Community, Limited, Niagara Falls, Ont.

Cement.

Canada Cement Co., Montreal, P.Q.

Alt. Rogers, Ltd., Toronto.

Saskatchewan Glass & Supply Co., Moose Jaw.

B. & S. H. Thompson & Co., Montreal.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.

B. Greening Wire Co., Hamilton, Ont.

McKinnon Chain Co., St. Catharines, Ont.

Churns.

Connor, J. H., & Sons, Ottawa, Ont.

Cummer-Dowswell Ltd., Hamilton, Ont.

Maxwell, David, & Sons, St. Mary's, Ont.

Chafing Dishes.

Buffalo Mfg. Co., Buffalo.

S. Sternau & Co., Brooklyn, N.Y.

Chaplets.

S. Cheney & Son, Manlius, N.Y.

Christmas Tree Holders.

Peck Hamre Mfg. Co., Berlin, Wis.

Clippers, all kinds.

American Shearer Mfg. Co., Nashua, N.H.

Chicago Flexible Shaft Co., Chicago.

Coates Clipper Mfg. Co., Worcester, Mass.

Clocks.

The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.

Cummer-Dowswell Ltd., Hamilton, Ont.

Hamilton Cotton Co., Hamilton.

Clothes Wringers.

Cummer-Dowswell Ltd., Hamilton, Ont.

American Winger Co., New York City

Cold Rolled Strip Steel.

The Morris & Bailey Steel Co., Pittsburgh, Pa.

Cordage.

Hamilton Cotton Co., Hamilton.

Plymouth Cordage Co., N. Plymouth, Mass.

Couch Hammocks.

Hohlfeld Mfg. Co., Philadelphia.

Cow Ties.

Greening, B., Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines, Ont.

Oneida Community, Ltd., Niagara Falls

Cuspidors.

Buffalo Mfg. Co., Buffalo, N.Y.

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Cutlery, Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal

Crooks, Jonathan & Son.

Dorken Bros. & Co., Montreal.

Greiff, Bredt Co., Toronto.

Henderson & Richardson, Montreal.

Heinrich's, R. Sons Co., Newark, N.J.

Howland, H. S., Sons & Co., Toronto

Hutton, Jas., & Co., Montreal.

F. W. Lamplough & Co., Montreal.

McGlashan, Clarke Co., Ltd., Niagara Falls.

Smith Hdw. Co., Montreal.

Door Bolts.

Montreal Hdw. Mfg. Co., Montreal.

Door Checks.

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, C.

Door Hangers.

F. E. Myers & Bro., Ashland, O.

National Mfg. Co., Sterling, Ill.

Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.

Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.

P. & F. Corbin, New Britain, C.

Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.

Star Expansion Bolt Co., New York.

Whitman & Barnes Mfg. Co., St. Catharines.

Drills, High Speed.

Alexander Gibb, Montreal.

Drinking Cups.

Hero Mfg. Co., Philadelphia.

Dry Batteries.

Canadian Carbon Co., Winnipeg.

Eavestroughs.

Thos. Davidson Mfg. Co., Montreal

McClary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Metal Shingle & Siding Co., Preston.

Wheeler & Bain, Toronto.

Emery or Corundum Wheels.

The Carborundum Co., Niagara Falls, N.Y.

Canadian Hart Wheels Limited, Hamilton, Ont.

London Emery Works, London, Eng.

Electric Fixtures.

The Barton-Netting Co., Ltd., Windsor Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth.

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Emery Wheels.

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Enameled Ware.

Thos. Davidson Mfg. Co., Montreal.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

McClary's, London, Ont.

Escutcheon Pins.

The Parmenter & Bulloch Co., Gananoque, Ont.

Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts.

Star Expansion Bolt Co., New York.

Fasteners, Storm Sash & Screen.

Phenix Mfg. Co., Milwaukee, Wis.

Fencing, Woven Wire.

The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.

Delta File Works, Philadelphia, Pa.

Disston, Henry, & Sons, Philadelphia, Pa.

Nicholson File Co., Port Hope.

Simmonds Canada Saw Co., Ltd., Montreal.

Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.

Harrington & Richardson Sons Co., Worcester, Mass.

C. J. Hamilton & Son, Plymouth, Mich.

Tobin Arms Mfg. Co., Woodstock.

Fire Escapes.

Canada Foundry Co., Ltd., Toronto.

Dennis Wire & Iron Co., London.

Fire Grates.

Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons.

Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings.

The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper.

London Emery Works, London, Eng.

Jno. Oakley & Sons, Ltd., London, Eng.

Floor Scrapers.

Fox Supply Co., Brooklyn, Wis.

Food Choppers.

Enterprise Mfg. Co., Philadelphia.

D. Maxwell & Sons, St. Mary's.

Smith Hdw. Co., Montreal.

Foot Warmers.

Chicago Flexible Shaft Co., Chicago.

Forgings.

Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves.**Galvanizing.**

Canada Metal Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron.

V. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.

Henderson & Richardson, Montreal.

John Lyssaght Ltd., Bristol, Newport and Montreal.

B. & S. H. Thompson & Co., Montreal.

Galvanized Ware

H. S. Howland Sons & Co., Toronto.

Gas Fixtures.

The Barton-Netting Co., Ltd., Windsor, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods.
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F. & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKee Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonso W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Siding, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.

Metal Stove Fronts.
Canada Foundry Co., Ltd., Toronto.

Mop Holder.
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers.
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire.
H. S. Howland Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Farmer & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.

Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.

Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.

Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.

Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives.
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.

Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampte Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones.
Canadian Hart Wheels, Ltd., Hamilton.

Carborundum Co., Niagara Falls, N.Y.

Razor Stropps.
J. R. Torrey & Co., Worcester, Mass.

Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Canadian Ferrosteel Co., Bridgeburg.

Rivets.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Rollers, Water Weights.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.

Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind.
Diston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.
Herd Machine & Stamping Co., Brantford.

Store Ladders.
Hamilton Brass Mfg. Co., Hamilton, Ont.

F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.

Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

McClary Mfg. Co., London, Ont.

The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

M. & L. Samuel, Benjamin & Co., Toronto.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.

Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.

Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

International Tool Co., Detroit.

Tools, Metal Workers.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.

Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton.

Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.

Harris, J. W., Co., Montreal.
Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.

Henderson & Richardson, Montreal.
D. Maxwell & Sons, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster.
Manitoba Gypsum Co., Winnipeg.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.

Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Co., Montreal.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Mats.
Andrew Wire Works of Canada, Ltd., Watford, Ont.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishers.
Berry Bros., Walkerville.

Wrenches.
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

WHEREVER ACCURATE RIFLE SHOOTING IS HONORED,



there will be nothing short of amazement joined to admiration at the score made by Sgt. Russell, of the Canadian Team in the Great Palma Trophy Competition at Ottawa in September: 15 shots at 800, 900 and 1,000 yards, 45 shots in all, out of which only 3 failed to find the bull, the score being 222 points, beating the World's best previous record by 3 points.

Sgt. Russell, like all the Canadian team, used the Ross 303 Service Rifle and Ross Ammunition.

Ross Sporting Rifles have the same accuracy and power as the Ross Military Arm, and are favorites with sportsmen who seek accuracy, speed and dependability.

Where big game at long ranges is hunted Ross Rifles are specially recommended.

The Ross High Velocity .280, retails at \$70.00. This is the Arm which dealers should look into. There is naturally more profit in it than in the sale of the cheaper lines, and there is absolute satisfaction for the purchaser who knows he has a World beating gun.

Dealers who have not any in stock should write at once for discounts, etc.

ROSS RIFLE CO. - QUEBEC



You Can't Find Better Holiday Features Than The Pilabrago Lamps

Stick a pin in that, Mr. Merchant. Your Pilabrago Lamps, put to the front right now, will offer some mighty tempting suggestions to practical Christmas givers. They're attractive, substantial, serviceable and welcomed in every home. Just look at this list.



*Success Lamps
Plain and Decorated Glass Lamps
Kopp's Solid Glass Lamps
Library and Hall Lamps
Metal Lamps of all kinds.*

Lamps, in other words, for every need, taste and pocket book. And priced low enough to leave room for a handsome profit for you. It's just the trade you'll want. Don't let it slip away. You'll want a complete stock of course. Then let's have your requisition before the rush comes. Drop us a card to-day.

The Pittsburgh Lamp, Brass & Glass Co.
of Canada, Limited

119 WORTLEY ROAD,

LONDON, ONT.

R. E. Davis, Special Representative

This Kitchen Kumfort Trowel

Will Sell
Quickly

Every
Housewife
Will Want
It



This article is so shaped as to fit close to the side of the pan.

The shape makes it the most desirable article on the market for turning Eggs, Omelets, Meat Balls, Croquettes, Cakes, etc.

With an order of one dozen you get this attractive display box.

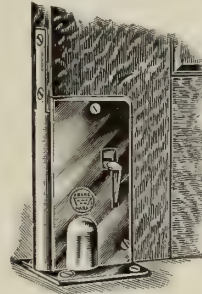
Write for complete lines. Our goods will make your notion counter produce better profits.

Andrews Wire Works of Canada, Ltd.
Watford, Ont. -:- Rockford, Ill.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

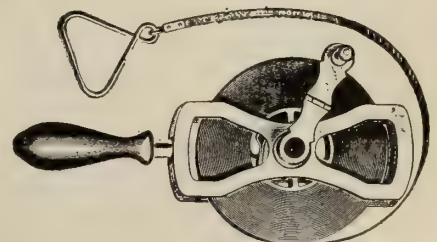
Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.
THEY ARE CANADIAN MADE.
THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.
CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Malleable
Iron and
Brass
Castings

McKinnon Dash Co.

St. Catharines, Ontario

Carriage
Wagon and
Saddlery
Hardware

There is only one Dreadnaught Steel Hame

There are other hames, you understand, but only one of DREADNAUGHT QUALITY

Hardware dealers who handle this line are mightily pleased with it.

It's a profit maker and comes legitimately within their sphere.

Made in styles and finishes to satisfy every need.

Each hame is guaranteed in every particular.

Your inquiries will receive our careful attention.



Carriage
Dashes and
Fenders
Auto Chairs

McKinnon Dash Co.

St. Catharines, Ontario

Steel, Iron
and Wood
Hames
Hose Reels

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada
December 7, 1912

No. 49

Maxwell *Products*

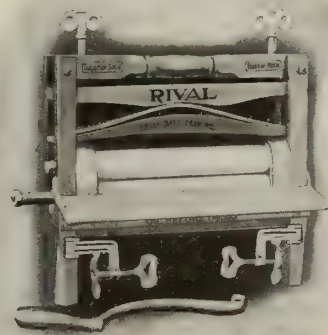
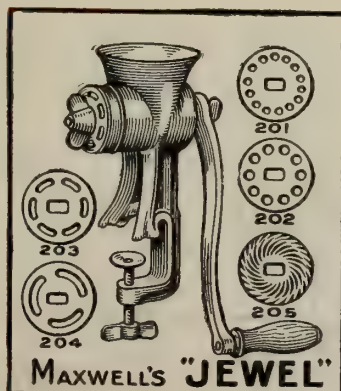
Are Easy To Sell

Because They Have Established Popularity
With The Public

Maxwell Products have, by years of reliable service, proved that they are the right line for the progressive dealer to handle—the line that gives customers their money's worth and helps hardwaremen to procure their regular patronage.

Give Maxwell Products a trial.

Our guarantee protects the dealer and his trade.



60 different styles of wringers

DAVID MAXWELL & SONS
ST. MARY'S, ONT.

Show a Strong Christmas Assortment of Gillette Safety Razors

Pocket Editions

Plain Metal Case, Velvet Lined

- No. 500—Triple Silver Plated Case and Razor \$5.00
 No. 500 A—Gun Metal Case and Gold Plated Razor... 5.50
 No. 500 B—Gold Plated Case and Gold Plated Razor... 6.00

Basket Pattern—Metal Case, Velvet Lined

- No. 501—Triple Silver Plated Case and Razor 5.00
 No. 501 A—Gun Metal Case and Gold Plated Razor... 5.50
 No. 501 B—Gold Plated Case and Gold Plated Razor... 6.00

Shell Pattern—Metal Case, Velvet Lined

- No. 502—Triple Silver Plated Case and Razor 5.00
 No. 502 A—Gun Metal Case and Gold Plated Razor... 5.50
 No. 502 B—Gold Plated Case and Gold Plated Razor... 6.00

Empire Pattern—Metal Case, Velvet Lined

- No. 504—Triple Silver Plated Case and Razor 5.00
 No. 504 A—Gun Metal Case and Gold Plated Razor... 5.50
 No. 504 B—Gold Plated Case and Gold Plated Razor... 6.00

Leather Case, Velvet Lined

- No. 505—Black Cowhide Case and Triple Silver Plated Razor 5.00
 No. 505 A—Black Seal or Pigskin Case and Triple Silver Plated Razor 5.50
 No. 505 B—Black Seal or Pigskin Case and Gold Plated Razor 6.00

Standard Set

"Indestructible"

Metal Case, Velvet Lined

- No. 460 B—Nickel Plated Case; Triple Silver Plated Razor 5.00

BY your window and counter displays, your newspaper advertising and the printed matter you send out, impress on every possible customer the VARIETY of Gillette Sets you have for their selection.

For the man who already has a Gillette, suggest the purchase of a different style—a Pocket Edition or a Combination Set—and back up your suggestion with a tempting display.

Scores, probably hundreds of your customers, are actually hunting opportunities right now to spend money acceptably for men's Christmas gifts. With a strong Gillette assortment you can provide the opportunities. You can offer a perfect combination of handsome appearance and every-day usefulness which will seldom fail to make a sale.

We list some of the Gillette Styles (there are over 3 dozen in all). If you haven't our Catalogue picturing and describing them, write for it at once.

Gillette Safety Razor Co. of Canada Limited

Office and Factory—
The New Gillette Bldg.
MONTREAL

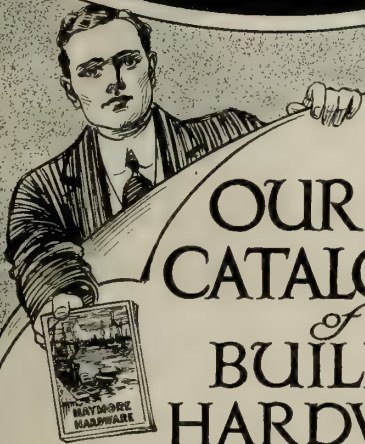
Standard Set

Leather Case, Velvet Lined

- No. 460—Morocco Grain Case; Triple Silver Plated Razor \$5.00
 No. 466—Real Seal Case; Triple Silver Plated Razor 6.00
 No. 468—English Pigskin Case; Triple Silver Plated Razor 6.00
 No. 468 B—Pigskin Case; 14-Karat Gold Plated Razor. 7.50

Combination Sets

- No. 00—Consists of Triple Silver Plated Razor; Badger Hair Shaving Brush in Triple Silver Plated Holder; Stick Gillette Shaving Soap in Triple Silver Plated Holder; 2 Metal Blade Boxes, and 12 double edged Blades; all contained in Seal Grain Leather Case 7.50
 No. 00 A—Same as above; contained in Real Seal Case. 9.00
 No. 00 B—Same as above; contained in Pigskin Case... 9.90
 No. 00 G—Same as above; with Gold Plated Razor and Fittings throughout.. 12.00
 No. 461—Consists of Triple Silver Plated Razor; Metal Box containing 12 double-edged Blades; Telescope Pattern Badger Hair Shaving Brush; Stick Gillette Shaving Soap in Triple Silver Plated Holder; Velvet-lined Morocco Grain Leather-covered Case 6.50
 No. 461 B—Consists of Triple Silver Plated Razor; Metal Box containing 12 double-edged Blades; Telescope Pattern Badger Hair Shaving Brush; Stick Gillette Shaving Soap in Triple Silver Plated Holder; Velvet-lined Metal Case, Nickel Plated 6.50
 No. 422—Consists of Triple Silver Plated Razor; 12 double-edged blades; fine quality Badger Hair Shaving Brush and Stick Gillette Shaving Soap in Triple Silver Plated Holder; Plate Glass Mirror; in English Pigskin Case ... 9.00
 No. 421—Same as 422; but with real Seal Case 9.00
 No. 421 G—Same as 422; but with Gold Plated Razor and fittings throughout... 12.00

MAYMORE

OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY

48. YONGE ST. ARCADE TORONTO.

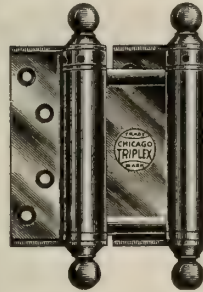
Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

CHICAGO
SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Attachments for "Yankee" Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



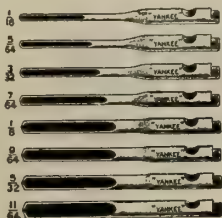
Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE



These
will bring you
**CHRISTMAS
TRADE**

"YANKEE" TOOLS

No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with



The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

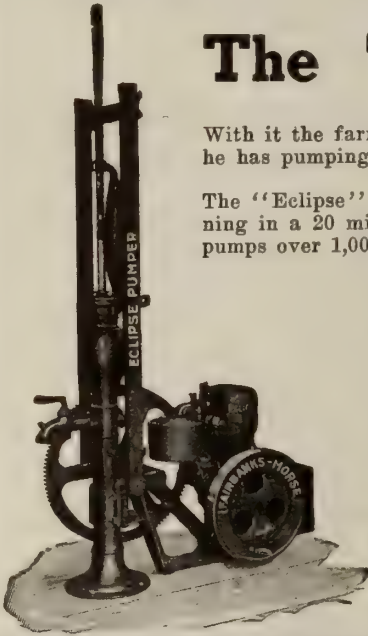
Write for full particulars.

The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



The S. M. P. Seamless Savoy Roasters

Will soon be in demand

Are you prepared for the Rush?

Self-Basting

Self-Browning

Satisfactory

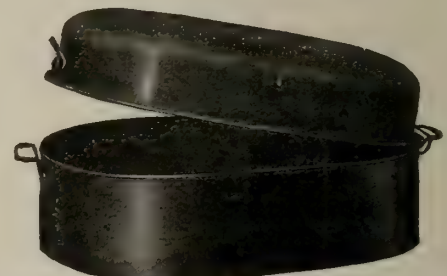
Sanitary

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE, 17½ x 11½ x 7½ INCHES

*Prices
on
Application*



HOTEL SIZE, 19½ x 13½ x 9½ INCHES

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

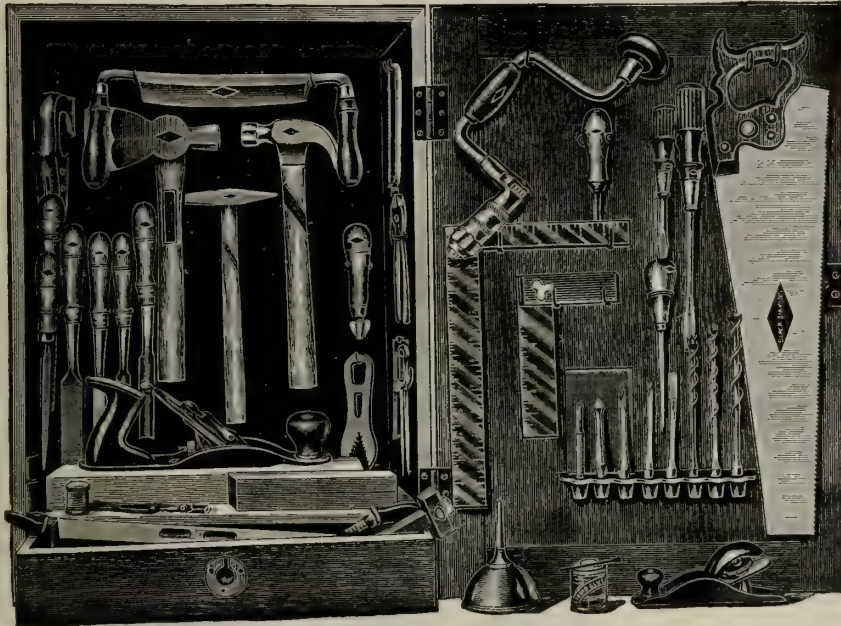
Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK DIAMOND TOOL SETS IN CABINETS AND BOXES



Sold all the Year Around

Supplied with Few or Many Tools as Desired.

**EVERY TOOL HAS A PLACE
ALL UNDER LOCK AND KEY**

Equipped almost exclusively with our High Standard

BLACK DIAMOND TOOLS

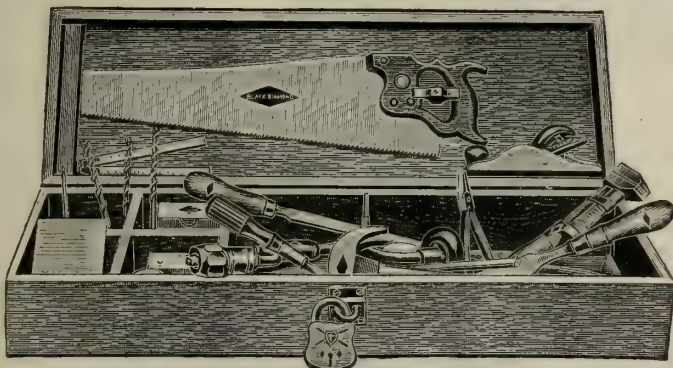
	Each
No. 3—With 21 Tools	\$26.00
No. 7—With 44 Tools	48.00
No. 9—With 50 Tools	60.00
No. 11—With 80 Tools	80.00

Varnished Oak
With Drawer and Paneled Door

All the Tools Needed in One Collection

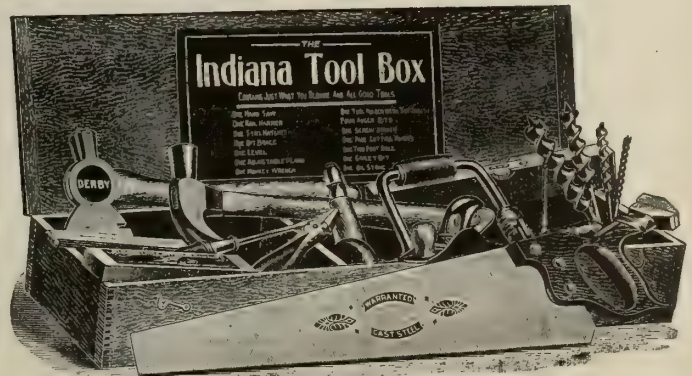
They Sell Well and show a Good Profit to the Dealer. It affords the merchant an opportunity to sell his customer in one transaction more tools and more dollars and cents' worth of tools than this customer would otherwise (and probably from other merchants here and there) buy in a lifetime.

HERE ARE TWO GOOD SELLERS



BLACK DIAMOND

No. 1—17 High Grade Tools in Varnished Ash Case, 27x9x5 in.\$10.00



INDIANA.

Indiana—14 Medium Grade Tools for Home Use; in Varnished Box, 27x9x5 in.\$5.50

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

SMITH HARDWARE CO., LIMITED

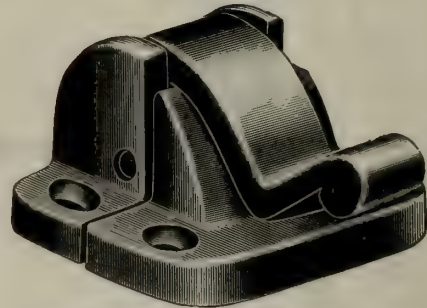
240 Lemoine St., Montreal



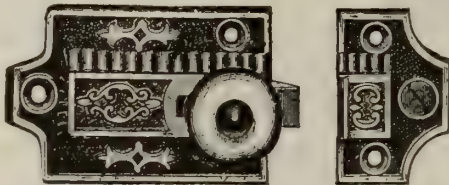
Iron Coat and Hat Hooks—In All Patterns



Iron Door Pull

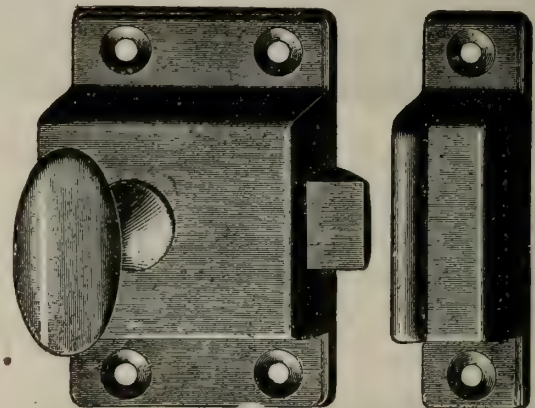


Iron Sash Lock—Signal Pattern



Iron Cupboard Catch

These goods, made in all standard finishes—dull brass, old copper, bronze plated, etc., are all made in our own factory, from finest materials only. Workmanship and finish is of the best.



Iron Cupboard Catch—Oval Handle

Get Utica Brand Goods

And Give Your Customers Satisfaction



Manufactured by
UTICA DROP FORGE & TOOL CO.
UTICA. N.Y.

There is Quality In



**RED
DEVIL
GOODS**

There Are None Better

SMITH HARDWARE CO., LIMITED, 240 Lemoine Street
MONTREAL

Personal Chat With You About Ourselves

STRENGTHENING THE EDITORIAL STAFF.

On the first of December, Geo. D. Davis, a cut of whom appears on this page, joined the staff of Hardware and Metal, as associate editor. His acquisition will strengthen Hardware and Metal's organization where it was already strong, and make it possible to render even better service than in the past.

For a young man, Mr. Davis has the backing of a splendid experience to assist him in his new position.

Born in Stratford, Ont., he received his education in the public schools and collegiate institute of that city. His first hardware experience was gained with Duncan L. Myers, in the store now conducted by the Myers Hardware Company.

During the nine years that he was in the employ of Duncan L. Myers, Mr. Davis thoroughly absorbed the rudiments of hardware retailing, and gained an excellent business experience.

He now felt qualified for larger fields of endeavor and accepted a position with the Purdom Gillespie Hardware Co., London, Ont. It was at this time that Mr. Davis became intensely interested in newspaper advertising as a means of developing retail trade.

After being with Purdom Gillespie Hardware Co. for a year and a half, Mr. Davis had an opportunity of going on the road for the Hobbs Hardware Co., of London, and he accepted it.

For two years he showed his samples from Milton to New Liskeard, and from Sudbury to the Soo. He made good as a traveling salesman just as he had previously made good as a stove salesman.

And his knowledge of hardware was growing apace.

By that time Mr. Gillespie had withdrawn from the Purdom Gillespie Hardware Co., which had changed its name to Purdom Hardware Co. Mr. Davis was invited to rejoin the firm, in an important position, and he did so.

For the past three and a half years Mr. Davis has been buyer for this firm, and has had charge of the sales and advertising departments. He has visited New York twice a year to buy new goods and has, in other respects, gained an intimate knowledge of the hardware trade, which will be invaluable to him as associate editor of Hardware and Metal.

Before leaving London last week, Mr. Davis was presented with a handsome traveling bag by Alex. H. Purdom, on behalf of the firm.

The appointment of Mr. Davis to the staff is in line with the progressive policy of Hardware and Metal, in maintaining a staff capable of giving an unrivalled service to its readers. With a big newsy issue every week, edited by men who are making a life work of studying conditions

in the hardware trade, Hardware and Metal is bending every effort to maintain its prestige as the only trade paper which is really indispensable to Canadian hardwaremen.

* * *

OUR AD-WRITING DEPARTMENT.

The advertising department of Hardware and Metal is just as well equipped to look after the interests of its advertisers as is the Editorial Department to look after the interests of its readers.

Just as practical retail hardwaremen are helping to shape the editorial policy of the paper, so men who have had real experience in directing the sales departments of large manufacturing corporations, selling through the hardware trade, are able to bring proven facts in advertising to the assistance of manufacturers and jobbers who desire to increase their sales to Canadian hardwaremen.

This assistance does not come merely in the shape of advice. It also takes the form of concrete advertising suggestions, compiled only after a careful study of the firm's proposition in its relation to the hardware trade of Canada.

In this respect, Hardware and Metal has facilities such as are possessed by no other Canadian trade paper, and by few advertising agencies. These facilities are at the disposal of all advertisers in Hardware and Metal.

Advertisers and readers take occasion every day to tell us how they think Hardware and Metal has improved during the past two years. It has improved, and it will continue to improve. The trade may rest assured that Canada's only weekly hardware paper will keep pace even with the very rapid development of Canada, even as it

has done for the past 24 years.

* * *

OUR FRIENDS THE TRAVELERS.

It seems fitting to acknowledge in this place the assistance given to Hardware and Metal by its friends on the road.

Scarcely an issue of Hardware and Metal comes off the press which does not contain a number of news items which have been sent in by traveling salesmen.

The knights of the grip, visiting retail hardwaremen five days in the week, are continually unearthing little bits of trade gossip that are bound to interest the readers of Hardware and Metal.

We appreciate the kindness of our friends, who thus keep us informed of little happenings among their customers, and we would like to see still more travelers join our list of informal correspondents.



GEO. D. DAVIES,
*Hardware and Metal's New Associate
Editor.*

BOLTS

THE STEEL COMPANY OF CANADA

LIMITED

WORKS

HAMILTON
BRANTFORD
TORONTO

MONTREAL
LACHINE
GANANOQUE

BELLEVILLE



Like picking ripe apples—

YOU'LL find it like gathering ripe red apples, from limbs within easy reach, to get the profits from handling

Canada Cement

OUR newspaper advertising, costing thousands of dollars every month, reaching every town, every farm, every home in Canada, our educational campaign, including lectures at agricultural colleges, books on every subject connected with the use of concrete, and a bi-monthly magazine read regularly by nearly a hundred thousand farmers. These are features of the great sales-promotion campaign which has created a demand for Canada Cement that you can turn into profit for yourself just as easily as you could pull a red-ripe apple from a branch six feet high.

OUR "Concrete Road" campaign, started a few months ago, promises to have even greater results than those which have made the "Farm Uses" campaign so tremendously successful. If the people of your community are considering road improvement—in either city or country—you will do a favor to them, to us and to yourself by reporting the facts to our Good Roads department.

In any case, you should write immediately for full information on Concrete roads. Every citizen ought to have these facts, but they are more important to the dealer in Canada Cement than to anybody else in your neighborhood.

Address: Good Roads Department

Canada Cement Company, Limited, Montreal

Sales Offices at

Montreal

Toronto

Winnipeg

Calgary

If you do not yet handle Canada Cement it will pay you to get in touch with our nearest sales office.

THE PROPER LINE TO STOCK

This muddy surface has to come off some place.
The best place we know of is on our foot scrapers.

The Western Scraper

Cannot Break, Bend
or Get Out of Shape.

MANUFACTURED BY

**Canada Steel Goods
Co., Limited**

HAMILTON

Makers of Crescent Brand Bolts and Hinges.



Everybody's Doing It! Doing What?

Why ordering spring shipments of Garden and Mechanics' Tools
from Robert Sorby & Sons, Ltd. - Sheffield

Per Geo. H. Saywell, Winnipeg



Canadian Representative

Important to The Hardware Trade

Your better class of Customers want a dustproof Ashsifter—one easy to work. We offer you the best. Some reasons why:

Attached scuttle and double rims will not permit dust to escape.

Ashes can be dumped into scuttle without dust escaping.

Very easy to work. Rocks like a cradle. Mostly self acting.

Convenient height. Cannot clog. Large space for ashes to spread rapidly and sift freely.

This is the coming sifter. Sales increased 4 times over last year.

Write for full particulars, prices, etc.

The Burrowes Manufacturing Co.
611 King Street West - TORONTO ONT.



EDGE TOOLS

**AXES, HAMMERS, PICKS,
MATTOCKS, LUMBERING TOOLS, ETC.,**

of the Highest Quality.



MATTOCK

Write For CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

**ALLAN HILLS' GOODS PAY
AN ATTRACTIVE PROFIT**

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.

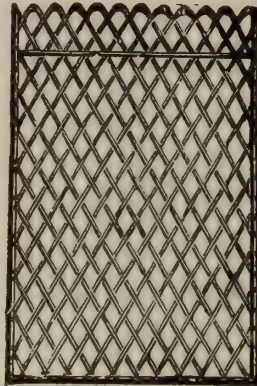


CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

WINDOW GUARDS



For Stores, Warehouses, Factories, Basement Windows, etc.
and all kinds of

WIRE WORK

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited
HAMILTON, ONT. MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Have YOU received YOUR Coin Mat?

If not, a Postal to us
will bring it.

Place it where it will do
the most good.

Make it a point to always
pass the change on the
Brantford Mat. Not only
because it protects your
glass from being scratch-
ed, but it also brings

**BRANTFORD
ALL AROUND GLUE**

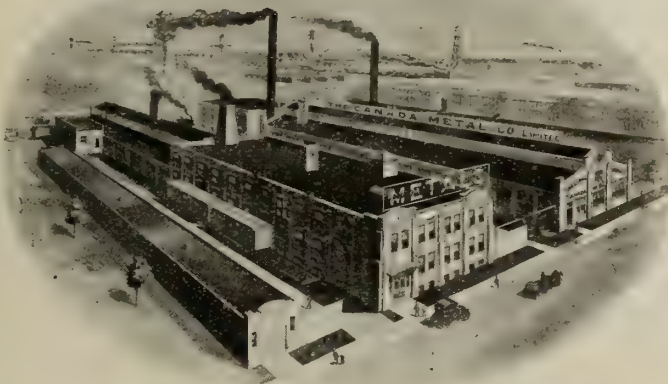
to your Customers' notice.
This means SALES and
moves the goods.

Help YOUR profits by
using the Coin Mat right.

**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatine of all kinds and for
all purposes.



HEAD OFFICE AND FACTORY—TORONTO

GET OUR PRICES FOR
**Copper, Tin, Lead
Zinc, Babbitt, Solder
Lead Pipe**

WE ARE HEADQUARTERS FOR ALL INGOT METALS

The Canada Metal Company, Limited

FRASER AVENUE **TORONTO** HEAD OFFICE
AND FACTORY

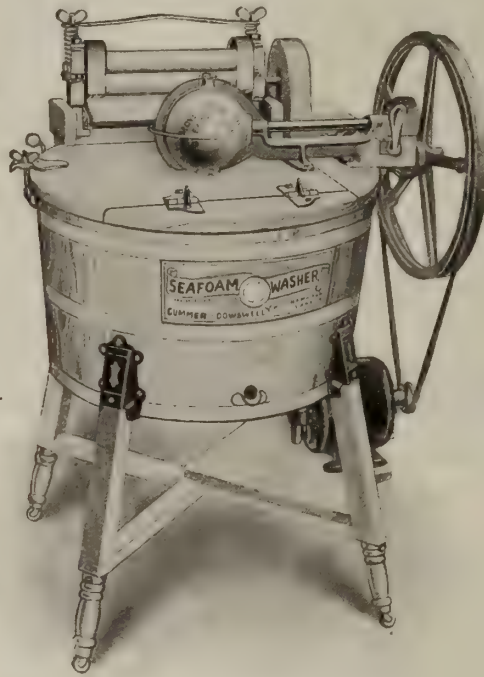
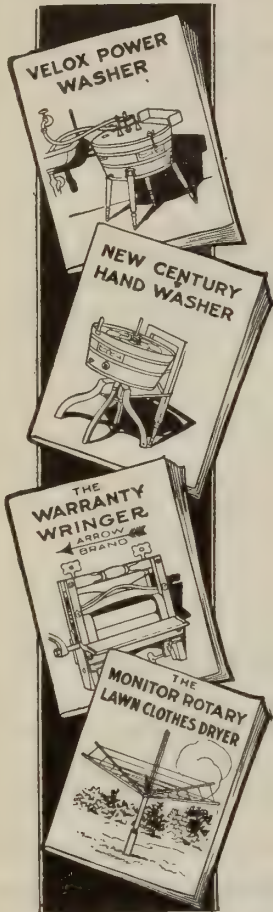
Branch Factories—MONTREAL and WINNIPEG

Home Laundry Helps

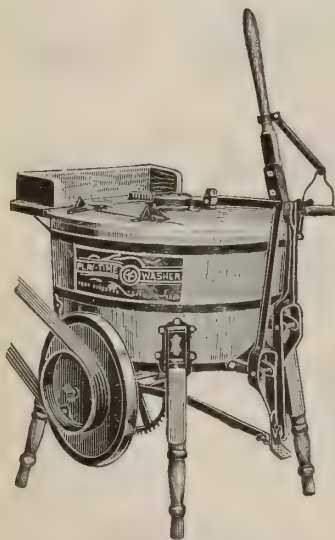
There is nothing a Hardwareman can suggest that will so help a customer choose an appropriate and useful Xmas gift.

They fit every purse and will keep a Housekeeper happy 52 Washdays every year.

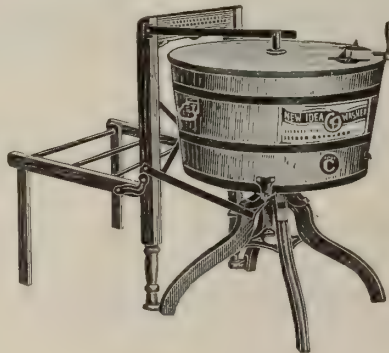
They're the handiest thing in a Woman's Workshop.



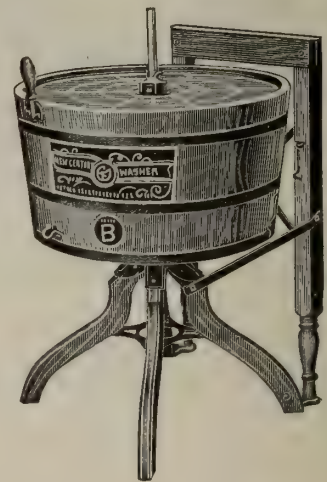
Seafoam Electric
Combination Washer and Wringer



Playtime



New Idea



New Century

Power Washers

Electric
Water Motor
Belt Driven

Power Washers and Wringers Combined

Electric and Belt Driven

Laundry and Power Wringers

7 Styles—8 Sizes—4 Grades.

Hand Wringers

5 Year ANTI-CHEMICAL
Grade

6 Styles—16 sizes

5 Year ARROW BRAND
Grade

21 Styles—43 Sizes

3 Year ARROW BRAND
Grade

22 Styles—48 Sizes

2 Year Grade

11 Styles—16 Sizes

1 Year Grade

23 Styles—57 Sizes

Clothes Mangles

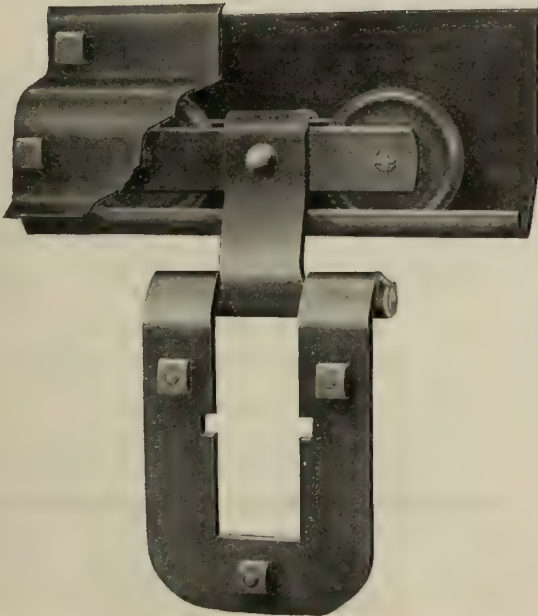
Rotary Lawn Clothes Dryers

Cummer-Dowswell Ltd., Hamilton, Ont.

Agents—W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg,

"We Initiate—Never Imitate"

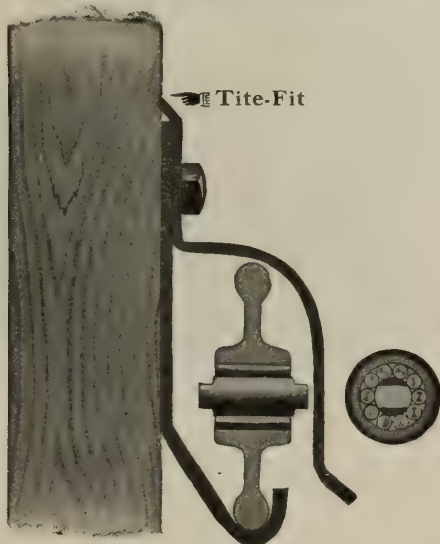
Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

"Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

National Mfg. Company

STERLING, ILL.

HARDWARE AND METAL

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

WHY

You Should Sell Our Hockey Sticks



From the selection of the wood to the finished product, experts supervise the manufacturing.

Our hockey sticks are superior to all others in design, material and finish—give them a trial and you will be convinced that this claim has a sound foundation.

Those who buy sticks upon appearance will get quality as well if you sell our brand.

Send us your order to-day—we guarantee satisfaction.

ST. MARY'S WOOD SPECIALTY
COMPANY, LIMITED

ST. MARY'S, ONTARIO, CANADA

BRANCHES AT WINNIPEG AND MONTREAL

THE CORONA ROASTER



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

by supplying advertising matter. DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.

We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

Jas. D. Fletcher, Canadian Representative
162 Bleeker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

CIVILIZATION

In days long past, the ax, in the hands of the hardy pioneer, blazed the way for civilization's progress.

To-day, and far back into the years that have gone, we see the sawmill, with its ringing circle or band of steel, by whose aid a wide and easy path is cut for the advance of that artificial yet necessary state, civilization, which brings with it the extraordinary efficiency making possible the greatest achievements; and lifting man higher and higher above the animal kingdom from which scientific searchers claim he has come.

The primeval forest, which shelters the birds, the animals, and the occasional hunter, opposes a massive barrier to man's advance until the day when one, more progressive and adventurous than others, decides that the trees must be sacrificed to meet the needs of civilization as it creeps on and on.

Then comes the sawmill. Before its conquering march the forests are swept away. Where once the mighty forest stood the fields of grain appear. Later comes the small hamlet; next the town; finally the great city, whose inhabitants use the products of the fading forest for shelter and warmth. A continuous growth of man's handiwork where nature formerly ruled supreme; a dream come true through the medium of the sawmill.

There is no surer sign of a country's progress and prosperity than the advent of a sawmill; no more powerful factor in the development of civilization.

But with it all, due credit must be given to the saw- and tool-maker, who supplies to these forerunners of civilization the implements with which the battle is waged. While the iron spirit of the lumberman forces back wild nature, it is the **steel products** of the saw and tool industry that hold the secret of his power.

*Quality
Tells*

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A.

REPRINTED FROM
THE DISSTON CRUCIBLE
OF JULY, 1912

A NEW WRINKLE IN PISTON PACKING

Magnolia Metal Co., 113-115 Bank St.,
New York, N.Y.

Shortsville, N.Y., July 10th, 1912.

Gentlemen:—

Your letter received some time ago regarding my experience with Magnolia Metal would have been answered before, but I was giving your metal a new test.

I have used it on crank pins, main bearings, guides of engines, also bearings of motors and high speed fans where other metals failed to hold. I had one 36 in. Fan that had to be rebabbitted nearly every day. After putting Magnolia in, it held over a year; held until the oiler neglected to keep plenty of oil in oilwell, which was no fault of the metal. It was on this Fan that I first learned of the value of Magnolia.

But the test I now wish to speak of is a Piston Packing for which I found that Magnolia proved a great success on a 180 H.P. Engine at 90 R.P.M., carrying load of 250 I.H.P. I could not keep any packing in stuffing box on piston that would hold over three or four days, so concluded to try Magnolia. Here is my method: I take the metal, place it in a milling machine, mill up fine, then prepare cloth sacks, fill with fine metal, wrap them around the piston, screw up gland and put engine to work. Piston will blow back two or three days and then stop, and you will then have a perfect packing. I found that the pressure will drive metal together which will wear for years. I have found that this never fails on bad rods, where no packing will hold. I never tried this before on an overloaded Engine, but on Engines carrying the rate of power, but this engine that I have just treated is 180 H.P. Corliss doing 250 I.H.P., and it has proved O.K., as it always has before.

You may use this letter if you wish or I shall be pleased to aid anyone by my experience in using Magnolia, for I know its worth, as I have used it in some hard places and always found it true to wear without trouble where other metals failed.

I always keep Magnolia on hand and would not be without it.

Yours very truly,

F. N. TITUS, Engineer,

Shortsville Wheel Works, Shortsville, N.Y.



SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.



Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory

225 St. Ambroise St., MONTREAL



IN

1913

SELL

Klein Tools



Your
Guarantee

Our
Territory

and you will appreciate why we get testimonials like these:—

" * * I have been using the Klein Tools for years and find them the best for steady wear and use over all other tools on the market.

Yours truly,

FRED S. RIDLEY, 710 St. Rose Ave., San Francisco, Cal.

" * * I have been using your tools for thirty years and think they are good.

JOHN A. BOTHLEY, Chief Inspector,
Carbondale, Ill. C. & M. V. Tel. Co.

Tools of Every Description for all Branches of Electrical Work

**FOR TELEGRAPH, TELEPHONE AND ELECTRIC LIGHT INSTALLATION
FOR POWER HOUSE AND RAILWAY USES, HOUSEWIRING, ETC.**

We Want You to Have Our Catalog on File. Write for it.

Mathias Klein & Sons,

(In Business 55 Years)

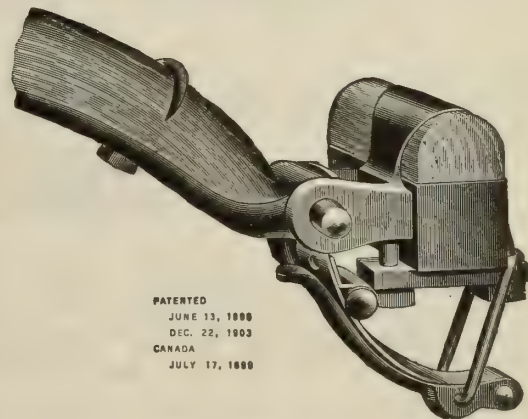
Canal Station 77, Chicago

When a customer walks into your store and asks for Fernald Quick-Shifts and Anti-Rattlers, he knows what he wants and why he wants it.

He knows that this simple, strong, snap-locking, all-metal device provides a change from shafts to pole and back again, that's quicker than the telling of it.

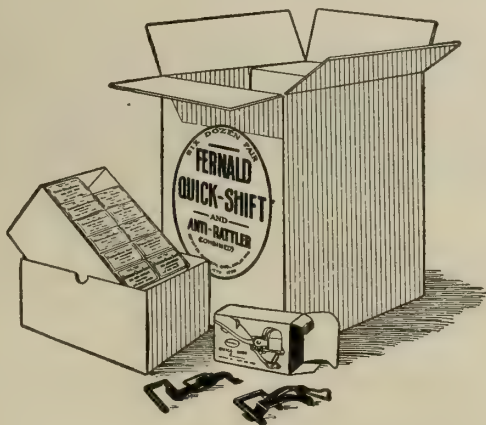
—that it cuts out, for all time, the annoying rattle of shafts.

—that it's the only one on the market that delivers the service.



PATENTED
JUNE 13, 1900
DEC. 22, 1903
CANADA
JULY 17, 1900

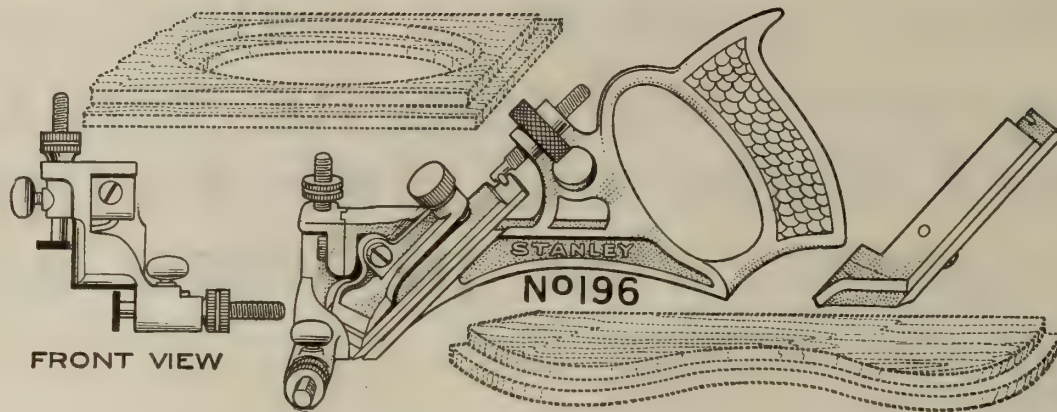
Trouble-making, labor-increasing bolts that rust, and delicate threads that wear out, are old stories. The Fernald eliminated them—put them on the shelf—and in their place gave drivers comfort and speed in changing for a few cents.



The demand is insistent, sales are frequent and the profits are liberal. If your stock doesn't include this last and only word in quick-shifts it lacks a vital hardware detail.

You now get Fernald Quick-Shifts and Anti-Rattlers in neat and attractive boxes ready for your customers, a pair in each box. There is a cut showing how to attach them. They will look well on your shelves. Order from your jobber and tell your public about it.

Fernald Manufacturing Company, Inc.
NORTH EAST, PA.



Stanley Tools

STANLEY CURVE RABBET PLANE

Another new STANLEY Plane that will undoubtedly be of great interest to all workers in wood.

As shown in the illustration— it is designed to cut rabbets on circular or other curved and irregular edges. It works equally well, whether the rabbet is to be cut on the outside of the work or on edges cut out from the surface of the work.

The new tool is handsomely finished, being fully nickel-plated.

Your tool using customers will be glad to have this new Plane brought to their attention.

EVERY
TOOL
GUARANTEED

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

STANDARD
THE WORLD
OVER



Galvanized Cornices

Skylights

Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

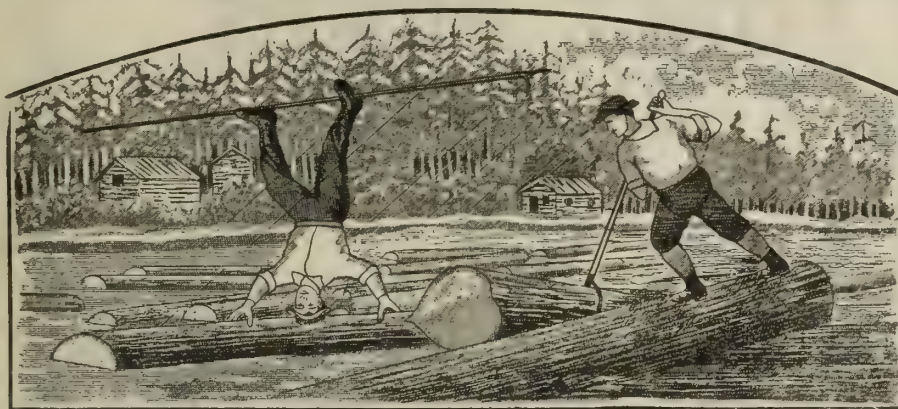
WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

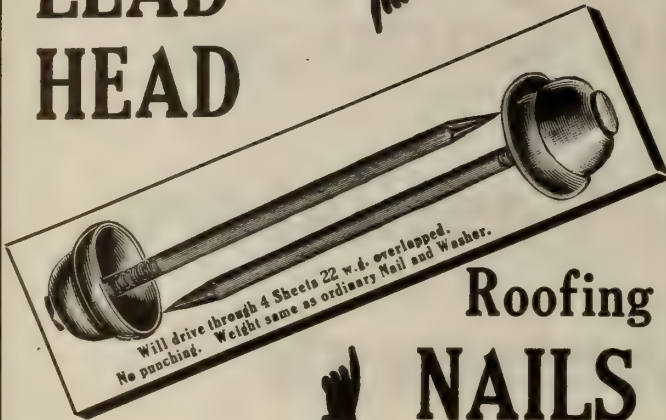
Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers,
Galvd. Hoop Iron or Steel, Galvd. Plates,
Bars, Angles.

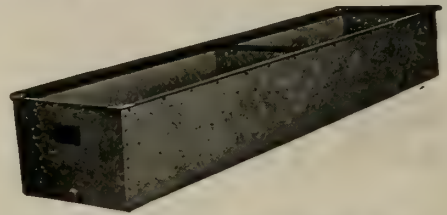
LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow

GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales.
Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.
Limited

TWEED - - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg.
Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.;
Gordon & Son, Eburne, B.C.

PIPE FORCE PUMPS

WITH COG LEVER TOP. WITH AND WITHOUT THREE-WAY VALVE

You can sell these pumps for use in 5½ in. casing. In Fig. 259 the delivery or three-way valve is ON THE OUTSIDE of the discharge pipe, which makes it much easier to pump. The stuffing box for the three-way valve is below the frost line. These pumps are furnished also with plain wind-mill tops.

Deming
Hand and Power
Pumps

Cover a very wide range. They include lift and force pumps of all descriptions; deep well working heads; iron and brass cylinders; triplex power pumps; spray pumps; nozzles and appliances, etc., etc. Ask us to send you special bulletin regarding these pipe force pumps.

The Deming Company 115 Broadway Salem, Ohio

Hand and Power Pumps for all uses.

GENERAL DISTRIBUTING HOUSES

HENION & HUBBELL
Chicago

HARRIS PUMP & SUPPLY COMPANY
Pittsburg

RALPH B. CARTER CO.
New York

ROOT, NEAL & CO.
Buffalo, N.Y.

Other agencies in all principal cities.

Fig. 259. Pipe force pump with cog lever top, and three-way valve for underground discharge.

Fig. 258. Pipe force pump with cog lever top, but without three-way valve.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE

MENTION HARDWARE AND METAL

METAL SHINGLE & SIDING CO. LTD.
PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster



No. 200—11½ x 18½ x 8 inches

THE "STERLING"

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
Montreal Winnipeg Toronto

Goodell-Pratt's Glass Cutters



As it is with our other tools, so it is with Glass Cutters. Our one aim is to produce the best we know how.

In Glass Cutters it's the wheels.

All our Glass Cutter wheels are thoroughly tested by actually cutting glass before they are set in frames.

You should know about this line.

Goodell-Pratt Company

Greenfield

Mass., U.S.A.

"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.



"The
Edison of
To-morrow"

"FANSTEEL"

whose wonderful newly discovered heating-and-insulating element, "Fansteel," made possible the perfect Electric Iron.

The sharp reduction recently made in the price of all electric irons, is a well merited tribute to the wonderful new "Fansteel."

Dealers, everywhere, now plan to make this "An Electric Iron Christmas."

This nation-wide movement, which offers a rich harvest to wideawake dealers, originated in the Cumming offices.

This idea is simply to feature electric irons this Christmas in every conceivable way—graphic demonstrations, interesting public tests, strong window displays.

Understand, we have no cut-and-dried window displays to offer you—but the secret of making your window the most effective one in town. Nor do we confine our efforts to moving your "Fansteel" irons alone—we're glad to do everything in our power to help you feature all good electric irons.

Write us to-day for "That
Handy Selling Scheme"

JAMES H. CUMMING & CO., Inc.

Sales Managers

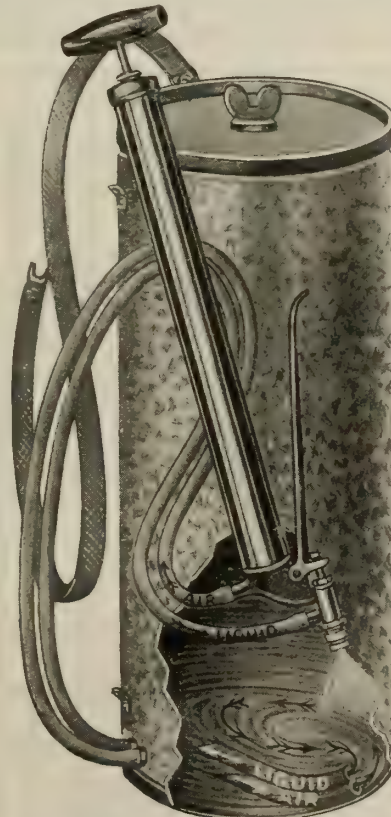
Monadnock Block - Chicago, U.S.A.

T. A. KENNEDY,
Canadian Representative,
Winnipeg.



"The Simplex Man"

offers to jobbers and dealers this fast
seller — "The Simplex Sprayer" — with
a snappy selling plan to back it up.



Simplex Sprayers
lead them all in
simplicity, dura-
bility and effi-
ciency.

The only sprayer
equipped with Auto-
matic Agitators —
solution can't set-
tle to bottom.
Spreads cold water
paint evenly—eco-
nomically.

One man with a
Simplex Sprayer is
worth six men with
brushes.

The only auto-
matically even-pres-
sure sprayer on the
market; pump al-
ways under perfect
control.

The only sprayer
built on absolutely
correct scientific
lines.

Mr. Jobber: Write
to-day for special
proposition on ex-
clusive territory, in-
cluding Simplex
Selling Plan by
"The Simplex Man."

Mr. Dealer: The
"Simplex" is a great
trade builder. Let
us show you how
easily you can
double your sprayer
business.

JAMES H. CUMMING & CO., Inc.

Sales Managers

Monadnock Block - Chicago, U.S.A.

T. A. KENNEDY,
Canadian Representative,
Winnipeg.



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer. Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**

Your Trade

will appreciate the service giving
qualities of our

Roped Extension Ladders

They are ideal for painters and decorators and are absolutely safe. Automatic Hooks lock every round and unlock between rounds.

Easily converted into two ladders. These ladders are strictly high grade. Made of clear yellow pine and rock elm rounds.

Let us send you a trial order—we want you to be convinced that they are “real sellers” and very profitable.

Write for complete catalog and prices
—NOW.

The Stratford Mfg. Co.

Limited

STRATFORD

...

ONTARIO



“JEWEL” STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

Get after them

The architects, builders, owners, everybody in your locality interested in building construction ought to know you sell

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

They ought to know you sell it because it is the most lasting, economical and satisfactory ready roofing they can use. They ought to know that the natural oils of Trinidad Lake asphalt keep life in Genasco and make it permanently waterproof.

Tell them, and increase your sales.

Order from your jobber—enough for all comers.

The Kant-leak Kleet is the fastener for smooth-surface roofing everybody ought to know about, too.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

SAN FRANCISCO

CHICAGO

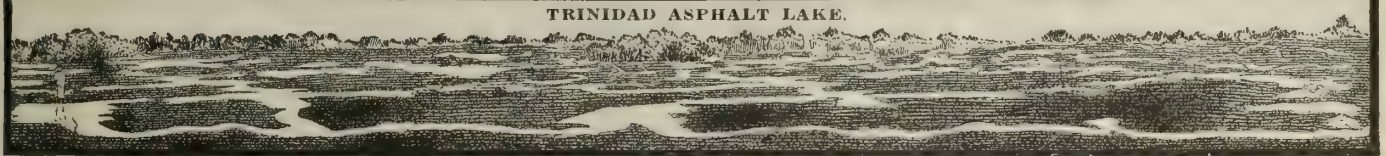
NEW YORK

Caverhill, Leamont & Company, Montreal, Quebec.

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



Dealers Who Handle Plumbing Goods

Should Be Familiar With

"VICTORIAN" VITREOUS-CHINA LAVATORIES

They pay good profits and are the best assurance of satisfaction.

These Lavatories are absolutely impervious to crazing or chipping, and always retain their rich, glossy appearance.

Test their selling qualities.
The quick turnover will appeal to you.

SPECIAL OFFER

No. 853—Pedestal Lavatory As a special inducement to place samples of these Lavatories with all the trade, we offer an extra 15% discount for all orders emanating from this advertisement during the month of December. Send for Illustrated Card

We carry a complete line of Engineers' and Plumbers' Supplies.

Catalogue to the trade.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West,

TORONTO



No. 805—Corner Lavatory



The Carpenter Says:

The Master Brace

is his idea of what a brace ought to be.

Its general appearance delights the lover of fine tools. The metal parts are handsomely nicked and the head and handle are of finely finished cocobola.

The chuck securely holds straight shanks from $\frac{1}{8}$ to $\frac{1}{2}$ inch, and all styles and sizes of bits, tapers and irregular shaped shanks. The milled jaws have eight sharp holding points of contact with the shank, giving unusual tenacity of grip. Jaws adjust themselves exactly to the shape to be held. Our patent cap washer prevents chuck from working loose.

A Distinct Masterpiece in its every Function.

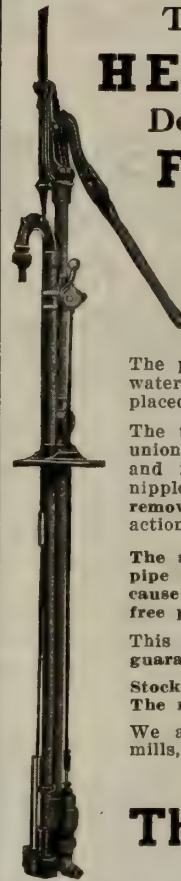
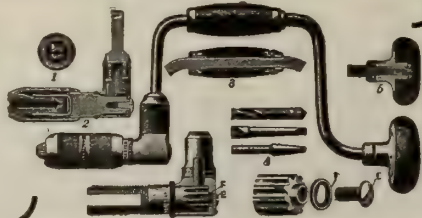
The effective and positive ratchet device is concealed, protecting the parts from dust. Has ball bearing head and centre handle, the latter being adjustable. The sleeve is of a new patent, just fitting the hand, and is reinforced at the lip to meet the strain at that point. The tail socket is made from solid bar steel, unbreakable under the severest usage. The jaws are so hinged upon a spring as to transmit any strain to the stout sleeve.

The Master Brace is made in 4 sizes—8, 10, 12 and 14 in. sweep.

Send for our FREE Book, "Tool Practice."

Millers Falls Co.

28 Warren Street
NEW YORK



There's A Big Field For HELLER - ALLER Double Acting, Three Way FORCE PUMP

In Many Farm or Suburban Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoil by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of windmills, steel tanks, etc. WRITE FOR CATALOGUE.

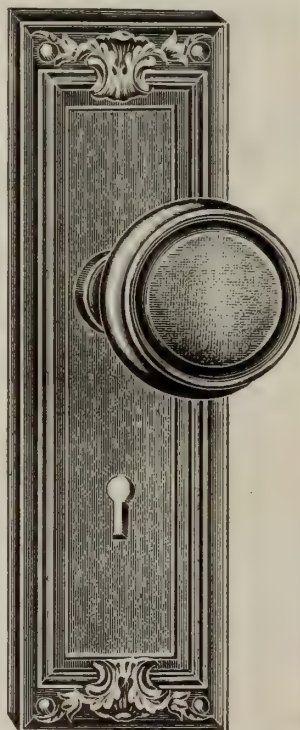
The Heller-Aller Co.
WINDSOR, ONTARIO

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

**"Belleville"
Goods**

are the ones he wants.



**The Belleville Hardware and Lock Manufacturing Co.
LIMITED**

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

HOHLFELD MANUFACTURING COMPANY

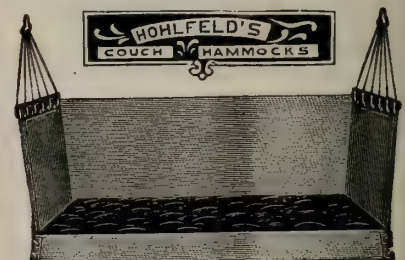


Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



**PHILADELPHIA
PENNA., U.S.A.**



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE, - N. J.

**New
Process
Saws**

**Business Builders
That are very Profitable**

The New Process is very high in temper and requires sharpening less frequently than any other on the market. Our aim has always been quality and our business shows it. This is the best saw that it is possible to make, regardless of cost. Why not give it a trial and see what a splendid seller it is. It is the kind that brings more trade to the dealer and gives unexcelled service.

If you are not satisfied that it is all that we claim we will make it right with you.

Our new Canadian Catalog is just off the press—Send for a copy.



171-A Secret Process VANADIUM Steel



MERMAID

Spear & Jackson, Limited

SHEFFIELD

ENGLAND

FRANK H. SCOTT (Canadian Agent)
Coristine Building, MONTREAL



LEAP-FROG

==== **McClary's** =====



"Perfection"
self-basting roaster

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven.

***It gives meat and fowl THAT
delicious flavor***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will
burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

“FAMOUS”

BASE BURNERS

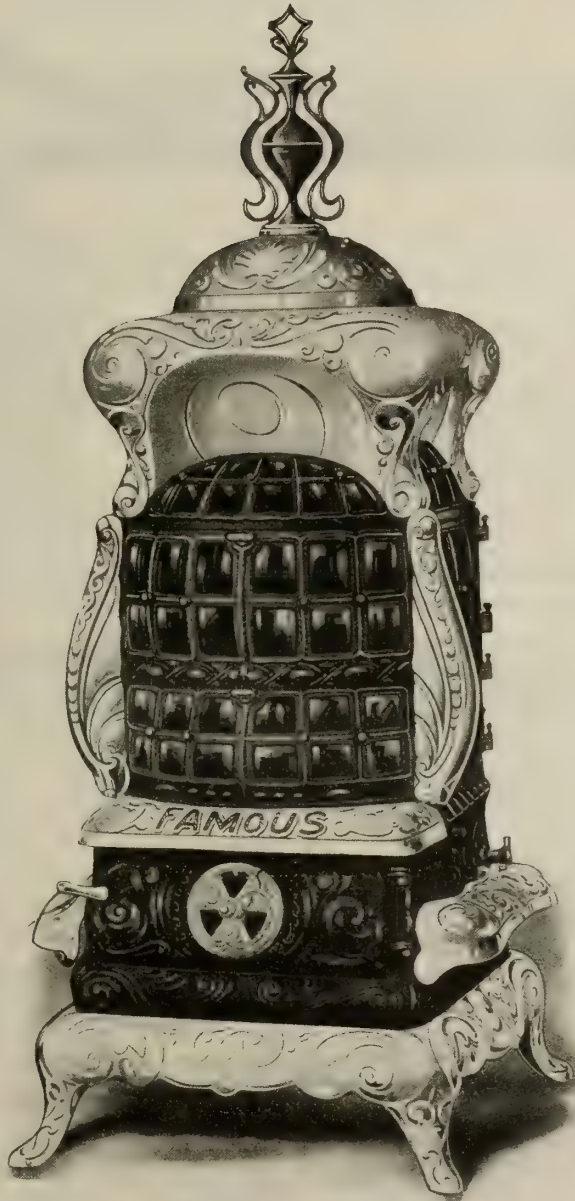
No. 300 Series

In three sizes
Nos. 323, 324, 325

Heavy — built to
wear.

Our Duplex grate
and *semi-steel* fire
pot stand the hard-
est firing.

They are
practically
indestructible



One size with oven
No. 324

Heavy steel
plated mountings

Note the large
radiating
surface

Every one a positive
Double Heater
easy to control

Unusually large ash
pan and feeder are
convenient features.

McClary
on goods is a
QUALITY name.

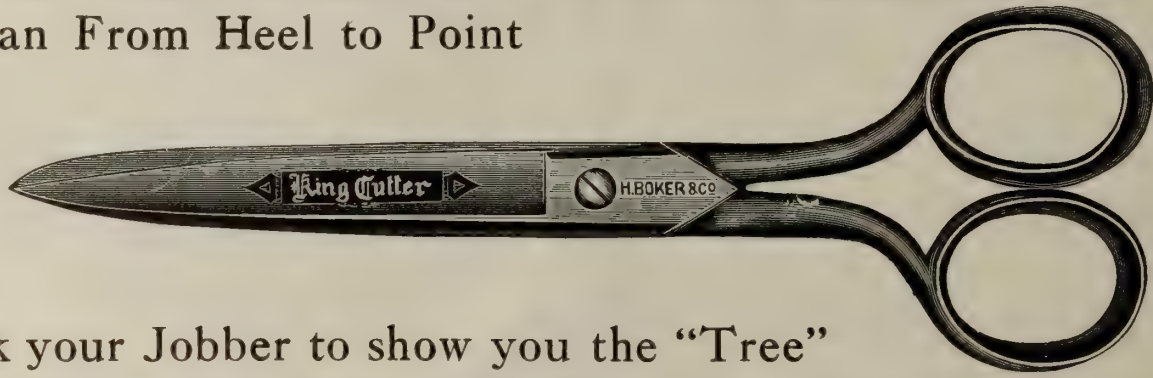
McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

H. Boker & Co.'s "Tree" Brand Cutlery Is The Highest Quality Cutlery Made

"Tree" Brand Scissors and Shears are Guarranteed to Cut
Clean From Heel to Point



Ask your Jobber to show you the "Tree"
Brand line of Shears and Scissors. They remain sharp
longer than any other shears or scissors on the market. Will
last a lifetime if properly cared for.

For Sale By All Leading Wholesale Hardware Firms



Corrugated Iron, Straight or Curved

Eavetrough, Conductor Pipe, Ridge Roll,
Valleys, Skylights, Elbows and Ventilators.

WHEELER & BAIN

The
Quick Shippers

Toronto

The Hamilton 22 CALIBER RIFLES

have reached the height of mechanical perfec-
tion, being well balanced, accurate and abso-
lutely safe.

They have few working parts, which are very simple and can be easily kept
clean.

Both old and young will buy this attractive rifle on sight and you will benefit
by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial, and if unsatisfactory return at our
expense.

GET OUR CIRCULARS AND PRICES.

FOR SALE BY JOBBERS.

WHERE
QUALITY, ACCURACY and
DEPENDABILITY
are Combined



C. J. Hamilton & Son, Plymouth, Mich.



When It Comes To A Question

of strength and ability to render satisfactory service, the BUR-NOR line of all steel hatchets will meet the most exacting demands.

The reinforced handles are 50% stronger than the best second-growth hickory—(no variations—always the same). Blades carefully tempered in oil.

Burgess-Norton Mfg. Co.

GENEVA, ILL., U.S.A.

BUR-NOR

WRITE FOR
CATALOGUE AND
PRICES TO-DAY.
IT'S WELL WORTH
YOUR WHILE.

BUR-NOR

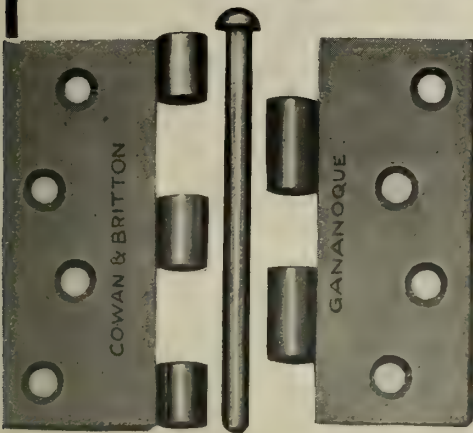
High Grade Builders' Hardware

including

Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.

Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE,
ONT.

Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

STILL'S "SPECIAL" HOCKEY STICK

Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

PRICES AND DISCOUNTS ON REQUEST

J. H. STILL MANUFACTURING CO.

St. Thomas, Ont.

LIMITED



Specially suitable for XMAS TRADE
finest quality of steel throughout.

Mfd. by **FRIEDR. BAURMANN & SONS'**
SOLINGEN—GERMANY

and **SOLD BY ALL JOBBERS**



**Our
Sectional
Plated**

**Rogers & Bro.
★ Flatware**

Like our famous Eagle Brand, it is backed by our unqualified guarantee and reputation of 50 years spent in the manufacture of high grade flatware.



**Verona
Pattern**

This neat design will meet with the immediate approval of your most particular customer desiring a high grade table decoration.

Send for our
"O" Catalogue

**A Mail Order will receive our prompt
attention**

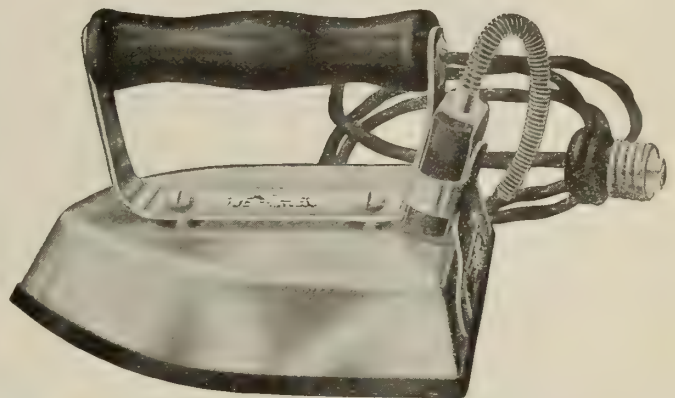
**Standard Silver Company,
Limited**

Toronto,

Canada

Our New "Colborne" Electric Iron

is fully guaranteed. It is beautifully nickel plated and polished. Has a broad ironing surface and even economical distribution of heat.



Fine Blued Bottom for Smooth Ironing

Will sell retail for \$4.00 only, giving dealers a large profit.

IT'S THE IRON FOR YOU TO BUY.

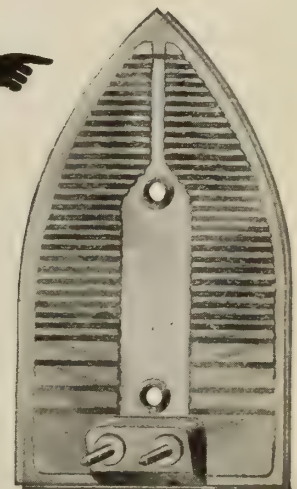
The metal top is formed under enormous pressure from a solid steel plate, is nicked and highly polished.

The handle is large, is shaped to fit the hand, and has an ebonized finish.

The cord is detachable at the iron by a simple pull of the free hand. The plug making this connection is encased in metal and when attached is held firmly in place by a metal sleeve, removing all strain from the terminals.

Two screws hold the entire iron together. It can be taken apart and put together by anyone in two minutes.

The Heating Element covers the whole bottom of the iron right up to the toe. It is constructed of Ni-Chrom Ribbon Wire. The heat is thrown to the front of the iron in particular, just where it is needed.

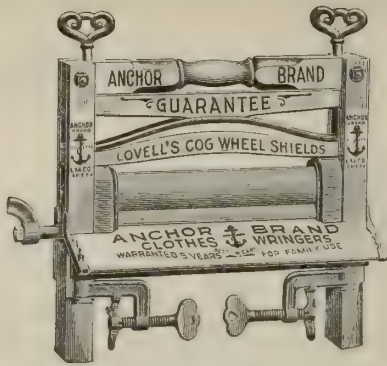


Display them in your window for Christmas Gifts.

Orders are being filled in rotation of receipt.

Sole Distributors

Caverhill, Learmont & Co.
Montreal



No Exposed Cog Wheels to catch tiny fingers

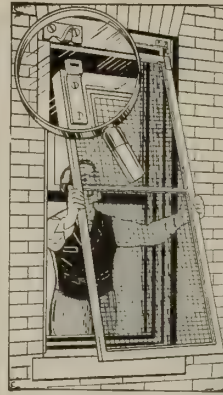
You will find this Anchor Brand feature a tremendous help in making sales.

The Cogs are out of the way—the bearings readily accessible—the rolls a trifle longer.

Altogether the wringer will wring sales out of the most conservative housewife.

Let us quote prices.

Lovell Mfg. Co., Erie, Pa.



PHENIX HANGERS and FASTENERS

Provide the easiest, surest and best manner of hanging storm sash. It's as simple as picture hanging. For ventilation or clean windows, swing them out.

You can profit in small amounts many times multiplied — constantly multiplied by stocking Phenix Hangers and Fasteners and pushing them. Hangers retail at 10c, Hangers and Fasteners at 15c and 25c.

A request for our catalogue, prices and discounts is the first step. Write for them to-day.

PHENIX MANUFACTURING CO.
030 Center Street, Milwaukee, Wis.

**ARE
YOU**

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra if box number is desired.

ALIVE **Hardware and Metal**
TORONTO - MONTREAL - WINNIPEG

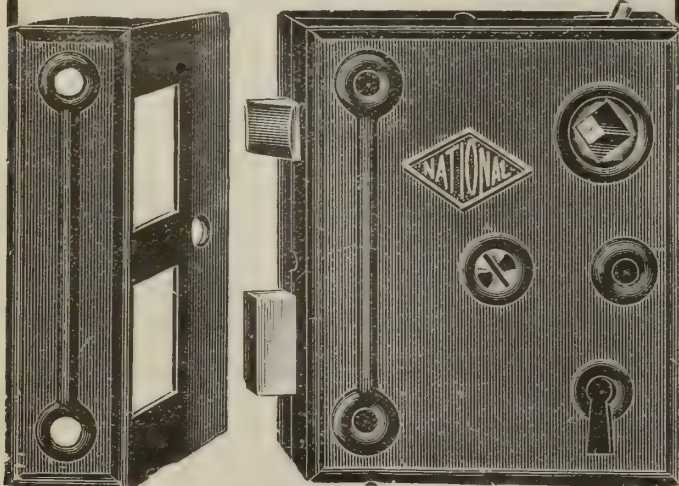
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

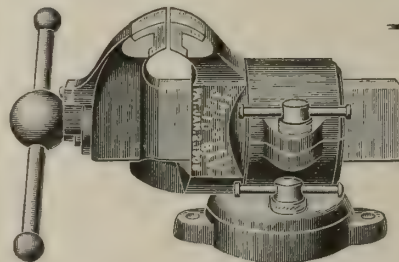
National Hardware Company, Limited
ORILLIA ONTARIO CANADA



**It's not Necessary
To Turn Your Work**

**Use PARKER'S
Double Swivel Vise**

**—It Saves
Time**



The mechanic can turn the vise much quicker than he can turn the work.

It can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs. All these vises have a solid steel bar strengthener, also solid under portion of front jaw. The jaw faces are made of the Best Tool Steel, and are removable and renewable at any time.

Write for Illustrated Catalogue.

The Charles Parker Co.
MERIDEN, CONN., U.S.A.



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch

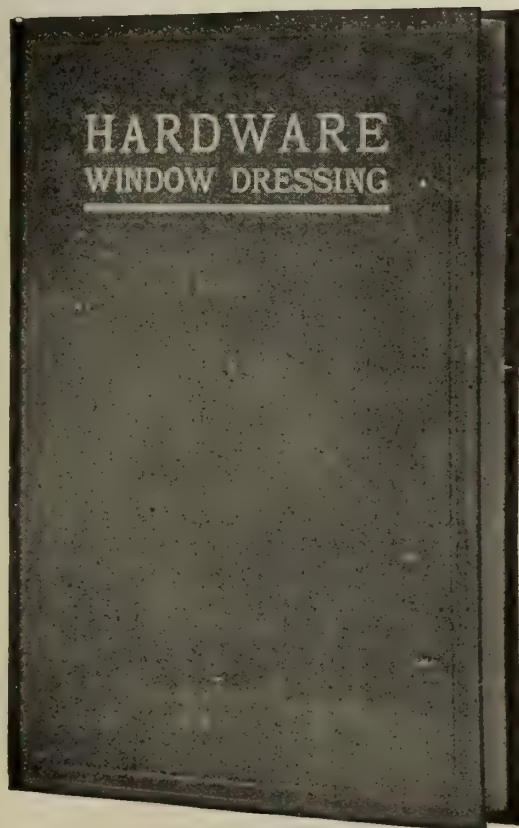


CHARCOAL TINPLATES

High grade genuine Charcoal Plates.
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

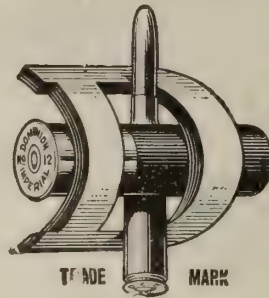
300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Dominion Ammunition made by Canadian Workmen, for Canadian Sportsmen.



When buying Ammunition you can make no mistake by buying Dominion, as every cartridge is fully covered by our guarantee. "A new box of cartridge for every mis-fire."

A full line of all standard sizes carried by all dealers.

Dominion Cartridge Company, Limited

Montreal, Canada



Are Guns a Side Line in YOUR Store ?

If so, there is another store near yours where guns are a big factor in a steady volume of profitable business.

Push a complete line of *Remington-UMC* rifles and shotguns to the front and you will stir up lines of trade that will extend not only throughout many departments of YOUR store, but to other stores—NEW business that will help your whole town.

Buyers of guns will also buy ammunition, cutlery, hunting clothing, footwear and sportsmen's supplies generally.

Like few other articles, the sale of a gun makes a practically permanent market for other goods on which there is a nice profit.

Why let the gun trade and its kindred lines go to your competitors at home and to the mail order houses? This is a clean, cash-down trade that is worthy of your best merchandising effort.

YOUR store is a logical gun headquarters. Our sales experts and your jobbers are ready to make your position stronger with the sportsmen in your territory. Let us help you with your sporting goods department's sales problems.

Remington Arms-Union Metallic Cartridge Co.

299-301 Broadway,

New York City

Canadian Office: J. H. Ross, Mgr., 604 Standard Bank Bldg., Toronto



Some Practical Hints on Stock-taking

The Value of an Inventory to the Dealer—Salesmen Also Benefit by the Increased Knowledge of the Stock Which They Thus Obtain—Good Opportunity Afforded for Special Sales—Stock Books Should Be Kept in a Safe Place—A Good Time to Change the Location of the Goods.

There was a time when the approach of stock-taking was dreaded by many hardware clerks, but of late years it is looked upon more as a time of learning, an opportunity to get acquainted with the stock, and to clean out slow selling goods. It can still be made a drudge if not entered into in the right spirit, but if salesmen and dealers alike will undertake stock-taking with the intention of increasing their knowledge of the goods carried, as well as the improved appearance of the store, they will find that they have been amply repaid for their trouble. It will also be more pleasant to do business, as a true salesman takes pride in a clean stock and a thorough knowledge of the goods on hand.

A large number of hardware merchants take stock immediately after Christmas. This has been found to work satisfactorily as it is usually a quiet time for the merchant, and salesmen have more time to assist. In some of the larger stores part of the staff are selected to attend to the wants of customers, and the balance to spend their time in stock-taking only; as much as possible.

The various articles are just counted and ticketed and the calling-off is usually done by some of the more experienced men. Of course some firms have their own system of stock-taking and each department manager is held responsible for that department.

Odd Lines Can be Cleaned Out.

In some well managed stores odd lines are not allowed to accumulate, but, in the majority of hardware stores, you will find lines of goods that have not moved as rapidly as desired, as well as small lots of goods such as cases and broken packages of cutlery and odd lines of builders' hardware, household goods, tools and so on. These lines, if laid aside or taken note of, can very often be cleared out in an after-stock-taking sale, which helps to make busi-

ness in a quiet season, and at the same time moves goods that might otherwise be in stock for a long period without bringing returns.

Holds After Stock-Taking Sale.

One of the large hardware dealers in an Ontario city has held an after stock-taking sale yearly for the past six years and finds that it brings good results, not only in the fact that it helps him dispose of overstocks, etc., but by special advertising and window displays, he sells many lines of regular goods on which there is a good profit. These lines are readily sold if brought to the attention of the public in this way.

This particular dealer has about ten tables on which he displays many lines of goods, all of which are priced in plain figures. Customers coming into the store cannot help but notice the special goods, as each table is supplied with a large show card giving mention to the bargains to be found on that table. He also disposes of his odd lock sets in builders' hardware to the jobbing contractors in his city, who are always able to use odd lines in builders' hardware.

Changing Location of Goods.

Stock-taking time has been found to be the best time to make changes in the location of goods as the salesmen are in a better position to get acquainted with the change. It is also a good time to give some thought to the subject of displaying goods more prominently, as it has been proven beyond a doubt that a good display is one of the best salesmen a store can have.

Many lines of goods will be found in the dark corners of your store that have been there since the year before. Just as an experiment, place some of the goods that have been hidden away, out where your customers will see them and you will find that some of the goods, that are considered slow sellers, are on-

ly so, because they have not been displayed.

Stock Books or sheets should be kept in a safe place as they will be found valuable in case of fire, and can be referred to regarding stock. It will be much more pleasant to do business with insurance companies if the merchant has a good inventory where he can show the value of the stock in his various departments. It is also a good idea to take notes or have a plan of store showing the location of departments as in case of total loss by fire it very often proves valuable.

The first step in stock-taking is to have the stock sorted up and counted. This can be done in a week or ten days and the work of calling off will be made much easier. In fact, stock-taking can be robbed of all its disagreeable features if the work is done on a systematic basis.

A series of articles will appear in early issues of Hardware and Metal, taking up each phase of the work and giving practical advice on this important question.

LITTLE CHANGE IN CAR SHORTAGE.

The fortnightly bulletin of the American Railway Association states that on November 21st there was a gross surplus of idle cars on the lines of the United States and Canada of 22,363 compared with 19,987 two weeks before, but the gross shortage of cars increased from 71,156 to 73,475, indicating a demand for cars that was 51,112 in excess of the supply. Two weeks before the shortage was 51,169, making the change in the car situation in the fortnight covered by the last report of very small proportions. The gross surplus increased, but this trend was nullified by a corresponding increase in the gross shortage.

The annual stocktaking is the business man's X-ray. He is enabled to see beneath the surface by this means and to learn exactly the condition of his business. Not only does he find exactly how he stands, but he acquires information which is invaluable to him in sorting up his stock and in planning his course for the year ahead. Stocktaking is an arduous operation, but it can be carried with reduced labor if the work is planned and executed systematically. A number of articles will appear in Hardware and Metal dealing with various phases of the subject, the accompanying article being the first of the series. The methods followed by various dealers will be explained at some length.—Editor.

Upon What Do Business Profits Depend?

The Size of the Turnover Does Not Determine the Profits of a Business—Success Comes With Rapid Turnover of Stock—Two Concrete Examples to Illustrate the Case—Clean Out Unsold Goods Before the Season is Over.

Written for Hardware and Metal by Howard R. Wellington.

BEFORE taking up the essentials to a successful business, we would like to call the attention of the merchant to some of the causes of failure in business. These are many and varied—lack of capital, extravagance, speculation, incompetence, inexperience. There are a few causes entirely beyond the control of the merchant who is unsuccessful in a business, such as the failure of others, specific local conditions in a community from which he derives his entire trade. Still at least seventy-five per cent. of the merchants who fail in business are to blame themselves through incompetency or some of the above mentioned causes.

It is not the large turnover nor the large stock carried that makes the profit for the merchant but the number of times the stock is turned over in a period, providing expenses are kept down to a reasonable percentage.

For a number of practical illustrations we will endeavor to show how a merchant doing a very small business can make more net profit than a large concern turning over goods away up in the thousands each year.

The merchant must look after his business. He should know how much gross and net profit each line of goods or each department is making for him each year; how the expenses of each department compare with the net profit, or what percentage of his gross profit is eaten up by expenses or salaries. Then when taking stock great care should be given to the pricing of lines which are not everyday sellers. If goods are carried from one season to another, each year depreciating considerably in value, there will come a time when the merchant will wonder where all his profits (?) which he has been making for several years back have gone and he will be forced to face a situation which will surprise him more than anything that could happen. His so-called profits are taken on what he has sold, but his stock has accumulated to such an extent that he cannot get forty cents on the dollar for it; and, when the truth is known, instead of a profit for several years back, there has actually been a loss creeping in on him from carrying dead stock.

The only remedy for this situation is careful buying by studying the needs and demands of the community in which you are located and then clearing out

TURNING THE STOCK.

The accompanying article raises a point of practical interest. How often should a dry goods merchant turn his stock in the course of a year in order to insure the largest possible profit on the amount invested? Opinions on this subject are solicited. How often do you turn your stock?

before the season is over, all goods which may depreciate, even if a loss is made. Far better take a small loss and know the true situation, than make a dismal failure by clinging to an old system of selling everything at a profit.

A good profit on a small turnover:—

Stock	\$ 4,000	
Purchases	12,000	
Sales		\$17,000
Expenses	3,200	
Stock		4,500
Net Profit	2,300	
	\$21,500	\$21,500

Here is a small merchant worth a \$4,000—\$5,000 stock turning it over four times a year, with a small investment making a big margin. The key to the situation is stock turned over often at a fair profit and very light expense.

A loss or a large turnover.

Stock	\$ 60,000	
Purchases	160,000	
Sales		\$195,000
Expenses	50,000	
Stock		70,000
Net Loss		5,000
	\$270,000	\$270,000

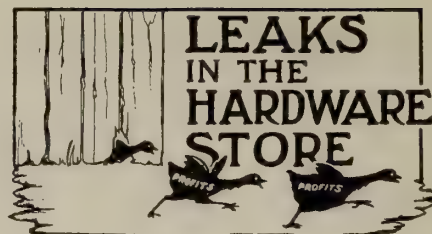
Here is a large business, a heavy stock, no management, and profits absorbed, yes—more than absorbed by expenses.

Think of doing such a turnover and actually losing money. These instances, however, are not rare.

Key.

The sale of goods at a profit sufficient to cover running expenses and leave a good net margin.

(To be continued.)



Do you assign your experienced salesman to work that should be done by juniors? If you do, it is a leak in your store efficiency; not because a man is too good to do the work but on the principle that you would not use a derriek to lift a paper of pins. Promptness in waiting on customers is a very important part in the retail hardware business to-day. Customers want prompt attention and, more than that, they want to do business with a salesman who is well acquainted with the goods he is selling.

Contractors demand prompt attention and also accuracy in filling orders. Mechanics buying tools are better pleased when waited upon by a man who is thoroughly posted on the good qualities of the goods he is selling.

For these reasons it would appear that the very best helps in the store should be those who come in contact with the customers, and this is impossible if the good men are to be found at the back of the store or in the basement doing work that can be done equally as well by juniors learning the business and who are paid a very low salary compared with the experienced help.

A traveler awaiting his turn in a hardware store a short time ago took note of the following incident which might be described as a leak in store efficiency and profit. The proprietor was haggling with a traveler for an extra 5 per cent. on a certain line of goods. No salesman appeared to be at the front of the store at the time. A lady entered and after waiting a few minutes became impatient and went to the opposition store a short distance away. The traveler, out of curiosity followed her to the opposition store and found that she had purchased a carpet sweeper on which the merchant made a profit of \$1.75.

The extra discount for which the first merchant was fighting would amount to 50c on the article he wished to buy. As the traveler had quoted his best price in the first instance, the result was that the dealer did not get the extra discount. He did not get the \$1.75 profit on the sweeper and in all probability he has lost a good customer that might have been retained had he given more attention to the customer rather than to attempt to beat down a traveler who had stated that he had quoted his best price and was unable to do better.

Merchants Turning to Cash System

Oshawa Firm Have Adopted Expedient of Limiting Credit Operations—Have Saved Money Thereby—Chatham Dealer Decides to go on Strict Cash Basis and Gives His Reason.

The time is a long way off when all retail business will be done on a cash basis. In fact, there are few who believe that that happy day will ever come. In the meantime, however, merchants are becoming convinced that the cash basis is the proper one and the tendency to change over from credit is becoming more marked.

In the hardware field, there are difficulties which are not met with in other trades, perhaps. The hardwareman sells to contractors in large bulk and has found it not feasible to conduct this part of his business on a strict cash basis. The stove end of the business is another sticker when the question of cash comes up. Accordingly, there is a tendency in the hardware trade to compromise, to conduct business as closely as possible on the cash idea without making the rule apply rigidly in all departments.

Geo. L. Lauder & Co., of Oshawa, Ont., have recently adopted a system which has been found extremely successful. A sign was put up in the store which read as follows:

We Have Changed Our Ways **We Sell For Cash**

We do keep books for *accommodation of our customers*. We give one month's credit when previously arranged for. At the *end of every month* all accounts *Must Be Paid*. Terms of settlement on Contract Work will be specified on the agreement.

The card is of heavy cardboard, about 12 by 18. It hangs where all who enter can see it. While this polite intimation to the public does not absolutely bind the firm to the cash principle, it gives them a loophole to refuse credit to parties who are not deemed safe risks. It is understood that, since the new system was put into effect, the percentage of cash business has increased and that it has saved the firm large sums of money.

G. Lauder & Co. believe in the wisdom of cash dealing most implicitly. In the course of a letter to Hardware and metal, they say: "We believe, where there is no workshop in connection with

the hardware end of the business, that **cash only** is the only system. With the competition that retail hardwaremen have to-day in departmental stores and the 5, 10 and 15 cent stores, it must come to cash. We believe it is the only fair way the retail hardwareman can adopt to compete."

Accounts Monthly.

The firm have quite a number of credit customers still, but they watch collections very closely. They have the loose leaf ledger and journal combined. Their ledger sheet for each customer's account is directly to left of loose leaf journal entry. Accounts are rendered monthly, this feature of the business being most carefully attended to.

Decides to Change.

E. C. Brisco, dealer in bicycles and sporting goods, of Chatham, has decided to adopt the cash system in his business, commencing on December 1, 1912. Mr. Brisco's announcement states in part:

"The shrewd and successful merchants of to-day are gradually developing their business places under the cash system, and Ernie Brisco is one to fol-

low customers this over-charge and at the same time save his credit customers money by teaching them to pay cash.

"The business man of to-day realizes that his business is better off with the cash system, and henceforth Mr. Brisco is going to cater to those with the cash, and he promises that his goods will be marked approximately 10 per cent. lower than formerly. In this way he gives better value for money received from his many good customers."

Another announcement concludes with the gentle hint: "Do not ask for credit, as refusal might offend."



FEATURING POULTRY FOOD.

The hardware dealers as a general rule carry many lines of goods that are interesting to those engaged in raising poultry and very often ads. appear in which some dealer is offering an article in which the poultryman is interested. In this connection R. Chestnutt & Sons, of Fredericton, N.B., are featuring a poultry regulator in a recent issue of a local daily paper. It is claimed that by feeding this regulator to hens they will be kept laying the whole year round and that it improves the condition of the entire flock. The attention of probable buyers is drawn by an illustration of a crate of eggs on the upper left hand corner of the ad. on which is a card bearing the following, "Eggs Cold Storage 18c. per Dozen." On the right hand corner is shown a basket of eggs and a card showing, "Strictly Fresh Eggs 50c. per Dozen." The article then goes on to tell the profits that may be obtained by using the poultry food.

The ad. is timely and well displayed.



COMPANIES AMALGAMATED.

It is officially announced that an amalgamation of the Standard Wire Fence Company of Woodstock and the Hamilton Tube Company, of Welland, has been consummated, the new company to be called The Standard Tube & Fence Company. This new company has an authorized capital stock of \$200,000; divided into 20,000 shares of \$10 each, of which \$25,000 is preferred, non-cumulative 7 per cent. stock and \$175,000 common stock.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

SELLING DIRECT TO CONSUMER.

In this issue a letter appears from a retail hardwareman in which the complaint is most emphatically voiced that some manufacturers and wholesalers sell direct to the consumer when the opportunity arises. An instance is cited where an oil company, from whom the complainant had been buying in large quantities, sold to farmers in the same locality. The retailer had gone to considerable expense to perfect his equipment so that he could handle oil in large bulk and he had, moreover, carried his customers through a period of high prices without raising his figure to them. The situation appealed to him on these grounds as peculiarly unfair.

Manufacturer to jobber, jobber to retailer, retailer to consumer, is the natural course in the marketing of goods. There are cases where this sequence of exchange cannot be followed. Manufacturers are often compelled, through the nature of their business or the goods they make, to go direct to the trade or, in some cases, to the public. Jobbers often do a retail business as well; or the order is reversed. As a general rule, however, business is conducted along the lines laid down. Experience has proven this to be the most effective system of distribution and deviation therefrom is generally attended by complications. Selling direct to consumer is not a good method of distribution for the manufacturer or jobber and for firms to pursue this policy is harmful to them as well as to the retailers.

The method suggested by our correspondent to check direct selling cannot, however, be commended. Co-operative buying is not a new idea by any means, and it cannot be said that developments along this line in the past have been even moderately successful. Failure, in fact, has generally been the lot of societies or syndicates formed for the purpose of buying in bulk. The Patrons of Industry essayed to buy wholesale for individual consumption, but the effort had to be abandoned. The trouble has been that there are too many divergent interests concerned. Dissension and dissatisfaction soon arises among the members. A merchant must do his buying to suit his own business if he desires satisfaction; and that is where the weakness of syndicate buying has been.

Where the interests of manufacturer, jobber and retailer are so closely linked and so dependent upon the

maintenance of mutually beneficial working arrangements, it should be quite possible to govern relations to the satisfaction of all without resorting to extreme or radical measures. Where one party has been at fault, an immediate prospect should have the effect of preventing recurrence. Sometimes misunderstanding leads to a transaction the appearance of gross betrayal of trade interests. This idea is disproved when the explanation comes out, but in the meantime much hostility may be aroused.

The best interests of all are served by the maintenance of complete understanding and amity between the three branches of the hardware trade. Each branch should recognize the rights of the other two and, when necessary, should firmly protest against any usurpation or infringement of its own prerogatives. As stated before, it should be possible to adjust difficulties without having resource to disturbing measures.



WESTERN MARKET REPORTS.

Complaints have recently been received from Western subscribers to the effect that they could not find Western market quotations. For the information of such we desire to point out that Winnipeg market reports appear with our weekly despatches from Montreal and Toronto under the various headings of metals, hardware, stoves and paints. In addition to that, the current quotations from Winnipeg appear on the last page of the current quotation section. In this issue they will be found on page 68.

Hardware and Metal is making arrangements to cover the Western field more fully with reference to market conditions and prices.



PREPARING FOR CHRISTMAS TRADE.

The approach of Christmas will find the live and up-to-date hardware merchant lending his efforts to make his store attractive, and allow room to display Christmas goods.

The goods carried in a hardware store for Christmas trade are generally useful, as well as ornamental, and afford a good opportunity for the merchant to impress this fact upon the public through display and newspaper advertising. The Christmas buyer of to-day differs from the buyer of a few years ago in the fact that buying commences much earlier than before. It is true that a great many people leave the purchasing of gifts until the last few days; but, nevertheless, the live merchant who starts early to display his goods will have a good many extra dollars tucked away in his cash box before Christmas week arrives.

The value of a good Christmas display when accompanied by price tickets cannot be over-estimated.

Merchants who in former years had been very lax in their methods of display during the Christmas season, and who have since tried out display in window dressing with price tickets, have found that they reap large profits for a small amount of extra labor.

Where a merchant is crowded for room, it has been found in a great many cases that goods that are not fast sellers at this time of the year can be changed around to less important locations in the store and the space thus obtained can be used to advantage to display Christmas goods.

Lighting during the Christmas season is very important, as a brilliantly lighted store will attract customers. Show cases can be fitted with electric lights at small cost and add greatly to the appearance of the goods on display as well as the store.

The Christmas trade this year promises to be very large. The public will spend the money, providing they see the goods that suit them, and the only way to show the goods is to display them. The better the display, the easier it will be to sell the goods.

The Christmas trade with the hardware merchant is growing larger every year, and the dealer who has not yet taken advantage of the Christmas season for adding to his profits is one that is missing a large share of profits that others are enjoying.



FEATURES OF CANADA'S PROSPERITY.

The prosperity of the country is well illustrated in the recently issued annual report of one of Canada's prominent banks. This is an institution, too, that can be confidently relied upon for accuracy in regard to trade conditions and prospects for the future.

The president called attention to the universal and almost unbroken prosperity of the past year, pointing out that the unfavorable weather conditions which retarded harvesting operations in the West for a time, passed without much injury. The wheat yield in the West was placed at 188,000,000 bushels, as opposed to 177,000,000 of a year ago. Yields of oats and flax were also greater, the estimate value of all the grain being \$207,000,000.

Much more grain has been moved this year than last and yet there has been little talk of car shortage compared to year ago. Irrigation is developing rapidly in Western Canada and productive farms are springing into existence where once were arid wastes. Owing to prices of meat products, the raising of live stock must increase. Immigration figures show a much greater influx of people than preceding year. Loans to farmers have been well paid, if sometimes slow; wages are high, as is also the cost of living. This latter condition, the report points out, could be mitigated greatly if farmers went in more for mixed farming.

In the Maritime Provinces the hay crop is up to the average and potato, root and fruit crops good. In British Columbia general trade has been large and profitable, due in part to increased interest in lumbering, railway construction, and shipbuilding.

The wholesale distributing trades have everywhere, in the opinion of the bank president, enjoyed a good year. Groceries, dry goods, clothing, and boots and shoes had an unusually large turnover with good results. Accounts so far as these are concerned have been fairly well paid and bad debts have been comparatively small.

Regret was felt for the offering in the London market of industrial loans and investments of a questionable character. These were calculated to reflect injuriously on Canada's credit and speculation in suburban properties in Canada was also claimed to be overdone.

Looking at conditions as a whole, Canada was in a highly prosperous condition. Considering expenditures to be made, and guaranteed by the Government, on railway construction, harbor improvements and other works of a national character; the increasing influx of immigration and the great natural resources of the country, prosperity was bound to continue.



POINTED EDITORIALS.

Finish up a monumental year with a splendid Christmas trade.

* * *

Though we may not reach the summit of our ambition, the climbing will always do us a lot of good.

Compulsory Closing

EARLY closing is a problem which confronts the retailer still in many sections of Canada. If left to themselves, the retailers can be depended upon to reach a solution satisfactory to the majority and most suitable for the particular locality. In Great Britain, however, the government has stepped in with a compulsory closing measure, known as the Shops Act. It is stated that, owing to the loose and indefinite way in which some of its provisions are drafted, this Act is likely to prove prolific in prosecutions. At any rate, it has raised a storm of protest from the retail body and has already led to some litigation.

The Act, as we understand it, provides a certain day in the week on which the stores must close early in the afternoon. Different trades and each locality seems to have a schedule of its own. Thus in one place, the grocers close on Tuesdays, the hardwaremen on Wednesdays and the drapers on Thursdays, while in a neighboring town the order may be reversed. The result of this measure, it would seem to us, would be to plunge trade into endless confusion. The traveler, for instance, would never know just how he should arrange his itinerary to escape half-holidays. He would be continually finding himself stranded in towns where the shops were closed and thus would lose much valuable time. The traveling public would suffer serious inconvenience from the same cause.

But this, after all, does not appear to be the most serious disadvantage. In many cases, it is not necessary to close the shop absolutely. Certain dealers are permitted to sell certain lines or are allowed to wait upon certain classes of people. For instance, the second schedule to the statute permits the sale on early-closing afternoons of motor-cycle and air-craft supplies and accessories to travelers, but not a word is said as to what constitutes a traveler. Under the liquor-licensing laws a traveler is defined as a person who has traversed at least three miles from the place where he slept the previous night, but no such condition is imposed by the Shops Act; and even if it were, how is a dealer in such articles as carbide, burning and lubricating oils, solution, and the multitudinous oddments which go to make up the stock of the accessory retailer, to make sure that all who enter his shop to buy such things on the weekly half-holiday are bona fide travelers or not?

The impression one gains from study of conditions which have arisen since this Act went into effect is that the measure is too complicated and cumbersome to prove successful. It is indeed difficult to take half measures in dealing with a question of this kind. The only way to put early closing on a practical basis would be to enforce the half-holiday idea strictly and to make the dates uniform in all localities.

Window Display Suggestions: Stoves

Stove Windows Are Hard to Plan—Space Does Not Usually Permit the Introduction of original Effects—Good Use Was Made of Space in the Display Shown.

Stove displays are the most simple and at the same time the most difficult of all hardware window trims. This statement may partake of the nature of a bull but it is founded on facts, nevertheless.

Stove displays are very easy to arrange if the trimmer is content to be bound by the limitations which he faces at the outset. A stove window can be arranged by merely placing a stove in the window. In fact, space is generally so limited that there is little room for anything else. The result has been that most window trimmers are content to let it go at that.

The limitations which have resulted in the construction of so many stove displays along simple lines, make it extremely difficult for a trimmer who attempts to have his displays original and striking. Ideas are hard to find and, once found, harder still to execute.

The display presented has many good points. The photograph does not do it fullest justice, but the ideas embodied in the display can be seen. Arthur R. Batson, of the Brooks Hardware Co., of

Brooks, Alta., was the designer of this window. Brooks, Alberta, is a town with a future, but at present it is small—so small that a window display will not be seen by a very large crowd of people in the course of a day. Nevertheless, this particular display brought a lot of trade to the store; which is a pretty striking evidence that it had the necessary salesmaking force.

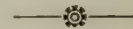
The work involved in the preparation of this window was not great. A range was put in the centre of the space and platforms were built up on each side. These were in the form of double steps and the display space thus created was used for showing kettles and coffee pots. A pedestal was placed on the top of each platform, completing the pyramid effect.

The introduction of cooking accessories was found an effective method of "rounding out" the display. The window was not large enough to show more than the one stove or to plan a model kitchen. By adopting the plan he did, the window trimmer made splendid use of the space at his disposal.

CO-OPERATIVE GLASS WORKS IN SPAIN.

A glass factory run entirely by workmen has been established at La Grania on the site of the old mirror factory founded by King Carlos III. The establishment of these glass works has been carried out by a group of skilled workmen of Belgian, French and Italian nationality who entered the employ of the Reinosa glass works some few years ago.

The adaptation of the old mirror factory to the carrying on of a modern industry has been effected by the workmen themselves, who worked as laborers to the bricklayers they employed. The management of the new works, which are capable of a monthly output of 500,000 square feet of pane glass, will be in the hands of the men who will be both employers and employes.



Increased Capitalization.

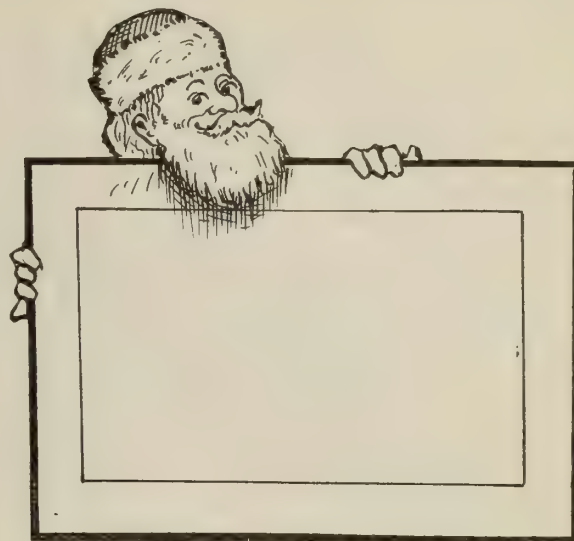
The capital of the Saskatchewan Glass and Supply Co. has been increased from \$50,000 to \$100,000.



A good display of stoves and household goods.



A Santa Claus card suggestion which can be used to good effect. This card should be executed in colors.



A suggestion for a Christmas card border.

Using Cards In the Christmas Campaign

Cards of Festive Design Are Doubly Useful at This Season—They Assist in Brightening Up the Store and They Add Selling Force to Displays—Two Suggestions Which Could Be Followed Out.

Throughout the Christmas season, it is incumbent on the hardwareman to decorate his store and, in every way possible, lend to his place of business a festive appearance. Thus the showcard serves a double purpose; it not only adds selling force to displays but it aids materially in brightening up window trims and the store interior. Christmas showcards are a very important feature of the holiday campaign.

The card-writer has a splendid chance in preparing cards for the Christmas season to turn out high-grade work. Holly wreaths, mistletoe, Santa Claus pictures and reindeer are not hard to draw but they certainly result in attractive cards. By a liberal use of these typical Yuletide tokens and the introduction of green and red, the Christmas colors, the card-writer can turn out cards both artistic and effective.

The following suggestions are offered by Hardware and Metal as typical samples of good Christmas cards.

The top Santa Claus card was executed entirely by brush work. The drawing was sketched in black with red and white shading. The letters were shaded in grey but a more festive color could be employed, if the card-writer desired to give a more gay finish to his work. This card

contains a suggestion which could be worked out to good effect.

Use of Colors in Lettering.

The following query has been received by Hardware and Metal:

"Outside of special sales, is it advisable to use showcards with colored lettering? If so, what combinations would be appropriate for this season of the year?"

Unless there is a special sale or some extra campaign on, it is not advisable to use colors throughout the store, except at certain seasons, as for instance the Christmas season. When a special effort is decided upon, uniformity should be the rule with regard to show and price cards. A white card with red lettering is found effective in such a case. The uniformity should be extended to the style of lettering.

At the present stage, the proper color combination is green and red, these colors giving the proper Yuletide suggestions. For window cards, great care should be exercised in the selection of coloring. Tan lettering on a brown card makes a most artistic effect. A black letter on a white card with pastel shading will serve admirably for the finer class of window displays.

The Use of Christmas Cards.

Cards can be used most advantageously both in the store and in the windows. Do not be afraid of changing them too often. They are silent salesmen that do not cost much and are very effective in results. Use plenty of price tickets. Price every article in the windows. There are merchants who object to this but the advantages are much in excess of the objections. It is important that goods used in window displays should be priced. Should the display be a line of all one-priced articles, then one large card with the price on it may be used and individual price tickets be abandoned. Should the articles be of various prices then one card may be used as a general explanation and small price tickets be used on each article.

Display Greeting Cards.

About a week or ten days before Christmas, display your Christmas greeting cards. These should be used both in the store and in the windows. "The Season's Compliments," "A Joyous Christmastide," "Yuletide Greetings," are lines a little away from the ordinary "Merry Christmas," and make a pleasant change.

Methods of Preventing Window Frosting

The Time is Now Close at Hand When This Problem Will be to the Fore With Every Merchant—The Best Method is to Have Cased-in Background and Air Vents at Edges of Window—This Equalizes Temperature Within and Without.

Although the weather in most parts of Canada has been unusually mild up to the present time, it will not be long before the rigors of winter are felt in full force. A question which faces every merchant, therefore, is the providing of some adequate means to prevent the frosting of his store windows.

The difficulty is a serious one. When the windows become frosted up, their usefulness for display purposes ceases for the time being. Business slackens appreciably, for a store with windows covered with frost does not present a very inviting appearance.

The reason for the frosting of windows is that the temperature varies inside and out. When the air inside the window is warmer than the air without, moisture forms and is turned into frost. If the temperature suddenly moderates, it is not uncommon to find store windows with frost on the outside, due to the fact that the air without has become warmer than the air on the other side of the plate glass.

Equalizing Temperature.

The correct theory to work upon in preventing frosting is to keep the temperature equal on both sides of the glass. This has been done in many cases by placing ventilators at top and bottom of the window. This results in a current of air circulating throughout the window and keeps the temperature sufficiently equalized to have the desired result. There are certain disadvantages connected with this plan, however. Dust and snow is allowed to blow in and the goods in the window suffer accordingly.

The most essential feature of any scheme to prevent frosting is to have a cased-in background. This keeps the warmth of the store from reaching the glass. It is much easier to keep the temperature equalized when the windows are cased right in.

An Original Idea.

A splendid and original idea to ventilate the windows has been embodied in the new store of the Mills Hardware Co., Hamilton. Small openings have been provided above the plate glass in the sides of the windows. The openings are about 6x16 inches and are hinged at the top. They swing inward and are operated from the interior of the windows. They can be kept open long enough to keep the temperature within the windows on a par with conditions

outdoors. At the same time, being on the sides, they are not exposed to the street and do not admit dust or snow in quantities. A further advantage is the fact that they are not seen from the outside and do not detract from the appearance of the store front.

In view of the loss which frosting of windows entails on the merchant, the question of the proper construction of store fronts becomes one of much importance. Theoretically, what is needed is to reduce the humidity and thus prevent moisture from condensing on the glass surface by means of the circulation of cool, dry air. In a general sense, this sums up the situation, but several conditions must be taken account of.

First, the windows must be enclosed from the store proper and the enclosure must be quite air tight. Second, air from the outside must enter the windows near the edges and at the surface of the glass, in order to make the circulation greatest at the glass surface. Third, a sufficient amount of dry air must be admitted, in order to absorb the moisture.

These conditions have been borne in mind in the construction of modern store fronts, where vent holes are provided in the metal sash.

Other Remedies.

Numerous other remedies have been attempted with varying results. Rubbing the glass with glycerine has been tried but this method always leaves the glass smeared. A solution of alcohol or methylated spirits is sometimes used but the disadvantage here is in the expense involved. The cost is too great to make this method feasible for general use.

Other merchants have adopted the plan of keeping "foot lights" along the window base, gas jets being kept lighted to melt the frost off. This method is an expensive one and it does not always produce the desired results.

Double Windows.

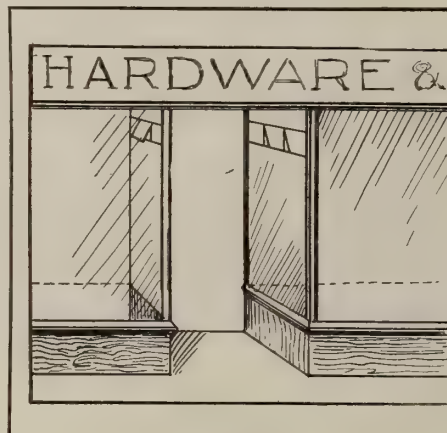
Still another method is found in the use of double windows. By placing a second plate of glass with narrow sash either inside or outside the window, it is possible to keep the surfaces of both clear from frost. There is the disadvantage, however, that the view into window is somewhat obstructed by the double glass.

Summing it up, the best method is to have the background closely cased in and the store front provided with air vents to allow the free circulation of cold air on both sides of the glass.

HONING RAZORS.

People who hone their own razors will be interested in the statement in one of the magazines that what is known as "cuttlefish paper" makes a material for the rapid honing of razors, surgical instruments, etc. This paper is made for use by dentists for polishing gold fillings, and is coated with an abrasive substance of remarkably fine grain.

It's true that the bulk of Christmas shopping is done the week prior to Christmas. Assuming that people will not buy "until that time anyway," has much to do with this condition. The merchant who is ready for this business on December 1 and wages a vigorous advertising campaign, is complaining less each year of late shoppers. Customers are not always to blame.—Hardware Reporter.



Method adopted by Mills Hardware Co., Hamilton, to prevent frosting of windows—The openings in sides admit cold air and the temperature is thus equalized.

HANDLING EARLY BUSINESS.

The slogan "shop early," and the educating of people in this respect is a reason why trimmers should be ready to handle this early business. After all, sales and not displays are wanted at Christmas.

But decorators have the advantage in that no amount of goods can convey the spirit or anticipate the holiday season without some display scheme. The problem is therefore to combine both merchandising and display to facilitate sales.

Follow a broad scheme carrying the entire stocks. Each year brings but slight changes to past experiences. With previous procedure as a guide, routine and stock conditions to warrant space, display and allotment of stocks, trimmers can carry their departments broader than a year ago. Starting about November 1st, special departments are arranged, booths built and duplicating stocks handled in these sections to relieve regular counters and simplify selling for extra salespeople.



CHRISTMAS A TIME OF CLEARANCE.

Salesmanship and display at Christmas are prompted by two motives: First, by giving prominence to those stocks that contain suggestive gift articles, and second, by watching sections to create sales on high-class or more staple merchandise, which people buy during the final rush. Customers are sold many novelty lines, which it is policy to clear in the height of the gift-giving season. From the merchant's standpoint, Christmas is a time of clearance, with the advantage of marked prices in most instances.

The first departure, which usually commences successful holiday business, is the arrangement of stocks. Many departments can spare room which is badly needed for other sections. After this is settled other display schemes are decided and everything is plain sailing. Decorators use their sense of selling merit in choosing goods, which are in sufficient quantities to make ledge trims or window displays more permanent. Work of replacing is reduced on busier days. Lines which depend on display are not lost sight of.



Battleford, Sask.—White and Joliffe have opened a new hardware store.

SITUATION WANTED

HARDWARE CLERK DESIRES POSITION in wholesale or retail. Has had three years' experience, and can furnish best of references. Must be in first-class store. Box 767, Hardware & Metal, Toronto. (49)



Christmas Window Contest

IT has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at this office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First prize	\$5.00
Second prize	\$3.00
Third prize	\$2.00

PLACES UNDER 5,000.

First prize	\$5.00
Second prize	\$3.00
Third Prize	\$2.00

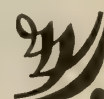
In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction, but which are not awarded prizes, will be given the sum of \$1.50. This will cover the cost of photographing and will insure those who enter against any loss, whether they are successful in securing prizes or not.

In addition, a special prize of \$5.00 will be given to the window trimmer who sends with his photograph the best description of the display and the methods that he adopted in arranging it, together with an outline of the plans that he follows throughout the year to get the best results from his windows.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



Electrical Specialties Should be Taken Up

The Trade Has Reached a Crucial Stage—There is a Splendid Profit in These Lines and They Sell Briskly—The Experience of a Tilsonburg Firm.

The hardwareman who handles electrical specialties is sure of a big profit. That is a point which is well worth bearing in mind. At the same time, profit is not the most important consideration urging the hardwareman to take on electrical goods.

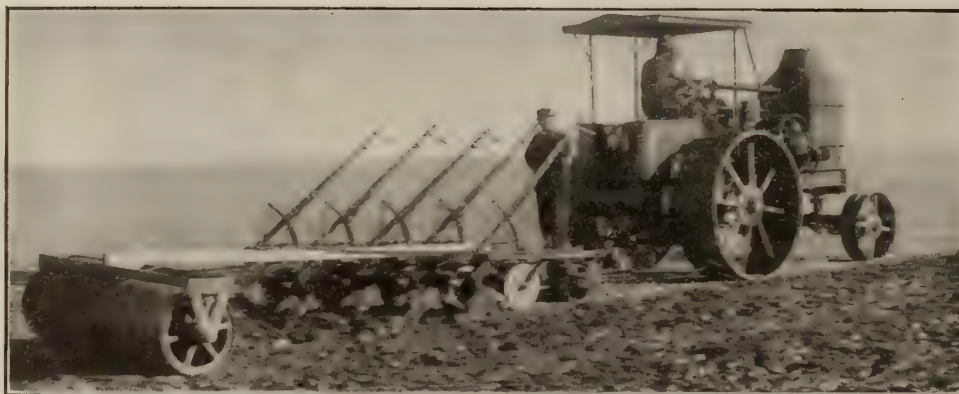
It may be stated that the electrical specialty business is just in its infancy. Inventors and manufacturers have

successes which have been wrought of recent years, or whether it is a sane forecast of what is ahead, cannot at present be said. The fact remains, however, that electricity is being rapidly developed for use in household articles; and that the possibilities for the future are great.

It follows that trade in electrical specialties will become of increasing im-

his custom in other lines brings him into touch with people who are likely purchasers of electrical specialties. From numerous standpoints, the hardware trade is the best medium for the marketing of the line.

With the rapid development of the trade, however, it is necessary for the hardwareman to make good his claim now. In a year or two, it may be too



A tractor hauling five plows and a roller. Gasoline is becoming a potent force in farming on a large scale. The sale of gasoline and dry cells to farmers is growing rapidly and dealers can work up a big trade by pushing these lines.

touched but the outskirts of this vast field. The time will come when it will be possible to operate the great majority of articles by electricity. Accomplishment by pure physical labor is being eliminated through man's ingenuity in harnessing the forces of nature to do his work for him. What man once labored mightily to accomplish, he can now do by turning a handle or pressing a button. We are told that the time will come when the farmer will milk, churn, sow and reap by power and that an equal reduction of labor will be found in the carrying out of household work. Whether this prediction is the outcome of exuberance created by the

portance as time goes on. The dealer who "gets in" now, will find more and more reason as the years pass to feel satisfied with himself for the foresight that he displayed.

A Crucial Period.

The present is a crucial period. The bulk of the trade is still in the hands of electrical specialty stores but hardwaremen have been gradually taking a share of it. The hardwareman has a better chance to handle these goods successfully than the electrical specialist, for the ample reason that he does not need to depend upon his trade in electrical goods to keep up his store. He is on a thoroughly sound basis. Furthermore,

late. The electrical specialty store may have established itself by that time on such a firm basis that it will have cornered the trade. The hardwareman who starts into the line now will be rewarded by a good present profit but more particularly by the surety of augmented results in the future.

Fast Selling Line.

The line is not a hard one to handle by any means. Most of the goods are quick sellers. They have the advantage of being somewhat in the nature of novelties and the cheaper priced goods are often sold on that basis alone. Their strongest point, however, is the fact that they are extremely useful. An



Plowing, seeding and harrowing at one operation. This photograph shows what is being done now by scientific agriculturists and gives a limit of the vast possibilities for the use of gasoline on the farm. This tendency opens up a big field for hardwaremen.

Increasing Cement Sales In Winter

Cement can be Used Right Through the Cold Weather Despite the Impression to the Contrary—Sale of Cement Tools Must Not Be Overlooked—Cement Paint Sales Are Growing.

electric iron saves the housewife several hours every week. An electric toaster produces the best toast with the least labor and inconvenience.

As an example of the rapidity with which such goods can be sold, the experience of Pow & Wilcox, of Tillsonburg, is well worth recounting. One Saturday in the latter part of October, they put in a window display of electrical toys, pocket flashlights and electrical tie pins. The sale of these goods for the one day ran over \$50. As these lines carry a big profit, it was a pretty good day's work.

This instance shows what a splendid opportunity there is for the featuring of electrical specialties. One hardwareman who took up the line some time ago, gives his opinion as follows: "We have found electrical novelties one of our most popular lines. The expenditure is small and we have been able to make as high a profit as 90 per cent. Better than selling some of these slow selling staples, don't you think?"

The Farm Trade.

Elimination of labor is one of the big problems on the farm nowadays. The application of scientific principles to agriculture has brought improved methods to the fore. Gasoline tractors are used where once man and horse power did the work. The result is that dry cells are becoming a staple need with up-to-date farmers. If the hardwareman desires to keep his store the chief port of call for the farmer, he must take to handling dry cells.

Lastly, there is the trade of the automobilist. The owner of a motor car is at one and the same time the most envied and most derided of men. From the standpoint of the hardware dealer, the advent of the motor car cannot be regarded as anything but an unmixed blessing, however. The owner of a car is always in need of something and the need takes him to the hardware store; that is, if the store proprietor has been progressive enough to anticipate those needs. Dry cells are very much in demand by motorists and this again is in itself a sufficient reason for the entry of the hardwareman into the electrical field.

Brass Factory for Calgary.

It was announced in last week's issue that the North-west Brass Foundry Co. had decided to locate a plant in Calgary. It has since been learned that two Canadian factories are located at Montreal and Winnipeg. The company have had an option on a suitable tract of land in the east end of the city for several months and it will now be taken up immediately.

Concrete—a manufactured stone—is made by mixing cement, sand and stone or gravel. Various proportions of each are used according to the class of work to be done. It has entered largely into the building trade and large buildings may be seen on every hand that have been built with this durable material.

The greatest amount of this work is done during the spring, summer, and fall. On account of using water as a mixer the impression has arisen that the work cannot be done in the winter months. This, however, is not the case, as a large number of contractors are using cement at all seasons of the year.

Cement can be used during the winter months but extra precautions are necessary. Hot water, hot sand and gravel or stones, should be used during the frosty weather, formerly salt was used to a certain extent, but this has been discontinued owing to the bad effect on steel reinforcement. Care should be taken to see that heaters are not placed too close to concrete as cement can be burned as well as frozen. Cement is not affected by frost after the initial set, but should be well protected during that period. The writer knows of one instance where a three-inch concrete roof was put in during the middle of winter, protected with a covering of straw one foot deep and with heaters in the building forty feet below the roof. This is but one instance of what can be done in this way.

Mixing concrete in the frosty weather requires less water than in the milder weather, but a greater amount of time should be allowed for the cement to set, and shoring should not be removed for at least three weeks and in some cases as long as five weeks should be allowed.

Big Field for Dealers.

The cement manufacturers are very liberal in supplying information regarding the use of cement in winter and this should aid the dealers in opening a large field for cement during the winter, especially among the farmers, who usually have plenty of time during the winter months to do work that they cannot spare time for during their busy seasons.

The winter months are usually quiet for a large number of hardware dealers and this would appear to be a line of business that would be profitable for the hardware merchant as no doubt a much larger amount of cement would be used providing the farmers realized

that they could do this work during their quiet season.

Increases Tool Trade.

Another line that must not be overlooked by the hardware dealer and which affords a good margin of profit is the line of tools required for this work, such as trowels, jointers, groovers, pounders, shovels, etc.

Among the many articles that could be made up by the farmer, in addition to cement floors, are concrete fence and gate posts, cement blocks, mangers, fireplaces, hens nests, bases for gasoline engines, etc.

Avoiding Dampness.

Some objections have been raised to the use of cement for some purposes on account of dampness during wet weather. This can be overcome by using a good concrete and cement paint which is always guaranteed waterproof if made by a reliable manufacturer.

The sale of cement paint which can be supplied in a large variety of colors is growing very rapidly, and should be looked into by every hardware dealer. That it is a success has been proven by a large number of factories who use it from year to year. It is also used by many who have cement block foundations in their homes and the cement paint adds greatly to their appearance as well as keeping them waterproof.



STORM BRINGS TRADE.

Ottawa, Ont. — The snow storm last week took Ottawa by surprise. No one seemed prepared for it. Hardwaremen, and all other merchants for that matter, were upset in their delivery arrangements as a result of the storm. It took several days to get straightened out and have things running in regular channels again.

However, it's an ill wind, etc. The hardware dealers have been doing a rushing business in snowshovels, sidewalk scrapers, weather strip and similar lines since the snow first arrived.

Most of the hardwaremen here have started their holiday campaigns. A number of good holiday displays have been seen in the store windows.

McDougall's Limited, Sussex street, have taken the store next to their own on the north and are making extensive alterations.

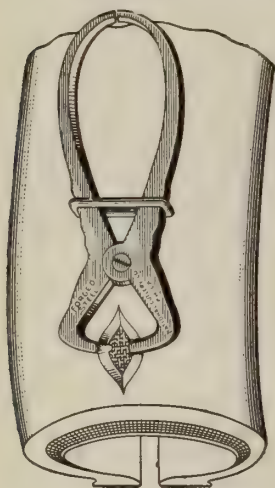
New Hardware Goods

NEW TIRE PRIER.

A new tool for repairing automobile tires is being offered to the trade by the National Cutlery Company of Philadelphia, Pa. In order to make a first-class repair in tires by using putty and cement the cut must be cleaned thoroughly. In order to accomplish this and insert the cement properly a spreading prier can be advantageously used to spread the cut open and hold it open.

The drop-forged tool here illustrated is made for this purpose. It is drop-forged from tool steel and arranged in such a manner that it can be inserted in a cut or blister and spread it open to allow free working. It need not be held in position by the hand.

In using the tool all that is necessary is to close the points press into the cut; close the handles as far as the cut will allow without the tool slipping out; as the handles are lowered a link



Tire Prier.

will fall into position, holding the points in the cut open. The barbs on the points prevent the tool from slipping out of the cut.

ALL-ROUND TRUCK.

The Peck-Hamre Manufacturing Co., Berlin, Wis., have put a new "All-Round" truck on the market. It is a general purpose steel truck, and while it is light (weight only 16 lbs.) and is easily moved about, it is strong enough to carry a weight of 500 to 1,000 pounds.

It can be operated with one or two hands. It is only 14 inches wide, and

hence will carry a box behind any counter and place it exactly where it is wanted.

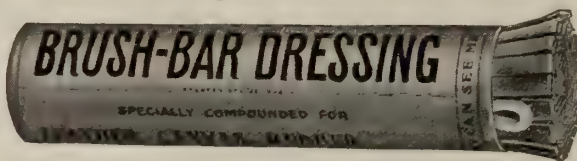


All-Round Truck.

The hook slides on a steel frame, which allows it to "grab" a box, barrel or keg of any size. The hook "digs in" and holds tighter the heavier the weight.

BELT DRESSING.

Wayo Manufacturing Co., Buffalo, N. Y., have introduced a belt dressing in unique form.



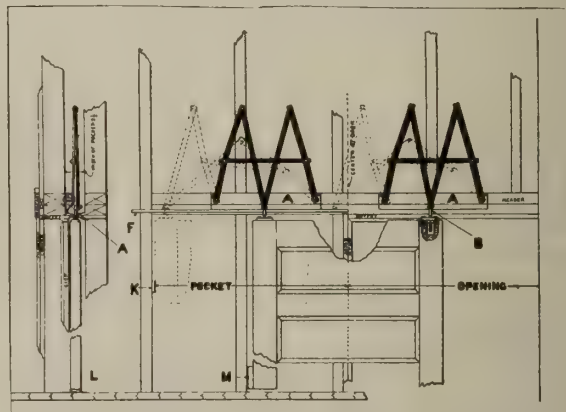
Brush-Bar Belting.

Brush-Bar Belt Dressing is put up in a cylindrical form, one full pound of dressing to each bar; the bar is of two (2) inches diameter, to easily fit the palm of the hand, thereby insuring economy and making it possible to use up the very last bit of the dressing.

TRACKLESS DOOR-HANGER.

The British American Hardware Manufacturing Co. have engaged in the manufacture of sliding door hangers, and now offer to the hardware trade a hanger altogether new, both in design and in mechanism. To the trade it is to be known as "Cheney's Trackless

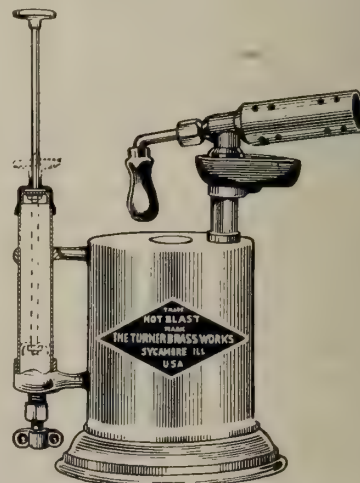
Sliding Door Hanger." The accompanying cut of the hanger shows the principle on which it works. It is at once seen that simplicity is one of its strong features. No track, no wheels, no set screws are required. Thus it is easily and quickly erected and being trackless the amount of friction is reduced, making



the whole very easy to operate. With this hanger the opening between the head jambs is only 5-16 of an inch—a very small space. Thus by fitting in closely, the general appearance of the door is improved.

IMPROVED PUMP.

The Turner Brass Works, Sycamore, Ill., have recently designed another improvement for their line of gasoline blow torches and furnaces, which is known as the Turner Improved Pump Cap and Former.



The Turner Improved Pump Cap, applied to Turner torch.

The application and use of this improved pump cap in connection with the Turner tools is illustrated below and

shows how easily the pump may be kept in good condition for the effective operation of the blow torch or furnace. The pump plunger can be removed from the pump cylinder, the leather washer oiled and softened and formed to correctly fit the inside of the pump cylinder and then reassembled in perfect condition.

Users of blow torches and furnaces are familiar with the common difficulty experienced in reinserting the leather pump washer into the pump cylinder of the ordinary blow torch without buckling or cutting the leather, making the pump unfit for use. This difficulty is entirely overcome in the Turner Improved Pump Cap and Former as applied to the Turner Tools. A good pump is essential to a good blow torch or furnace, inasmuch as it is impossible to secure a hot blast flame from even the best constructed burner unless there is a strong air pressure in the tank, produced from the action of the pump. It is therefore essential that the air pump be kept in perfect condition by frequent oiling and softening the leather pump washer, and this is made easy by this new Turner improvement. The manufacturers state that this new feature will be added to their entire line and supplied to the trade before the end of the year.

Hardware Letter Box

Woven Wire Fencing.

Sumner & Co., Moncton, N. B.—“Kindly give us names of manufacturers of woven wire fencing in Canada.”

Frost Wire Fence Co., Hamilton, Ont.; Banwell-Hoxie Wire Fence Co., Hamilton, Ont.; McGregor-Banwell Co., Walkerville, Ont.; Anthony Wire Fence Co., Walkerville, Ont.; Owen Sound Wire Fence Co., Owen Sound, Ont.; Steel Co. of Canada, Ltd., Montreal, Que.; New Brunswick Wire Fence Co., Moncton, N.B.—Editor.

Stone Crushers.

M. St. Louis & Son, Chrysler, Ont.—“Please let us know through your paper who are the manufacturers of stone crushers.”

Canada Foundry Co., Toronto; Good Roads Machinery Co., Hamilton; Sawyer & Massey, Hamilton, Ont.; Waterous Engine Works, Brantford, Ont.—Editor.

ELECTRICAL APPLIANCES AS CHRISTMAS GIFTS.

The large and steady increase in number of users of electricity is opening a large and profitable field for the hardware dealer, and merchants should not be slow to grasp the opportunity of get-

ting an early start in securing their share of this largely increasing business.

Electric appliances for use in the home have had a large sale for some time, but more especially during the past year.

The low cost of current in a large number of places has brought the cost of running small appliances down so low, as to be profitable from a standpoint of fuel, as well as convenience. This is especially true in the case of the electric iron, for which a large sale has been found, and which will figure largely in the Christmas trade of this year.

The sale of coffee percolators and samovars should be very large this Christmas on account of the convenience of the electric percolator in being used on the table. The majority of coffee percolators also have a very fine appearance and a good display at the Christmas season will bring results.

One method employed by a dealer last year to create interest in percolators, was to fill the globe of a percolator with coffee beans. This was displayed in the store window and the public were allowed to guess as to the number of beans contained in the globe, the guesses being filed away until two days before Christmas, when the beans were counted by two representatives of the daily papers and the prize awarded to the winner. The merchant also took pains to announce the guessing contest in the daily papers, and announced the winner after the contest was over. The dealer was well satisfied with the result, as it created interest among the public regarding the use of the percolators and brought many people into the store to make enquiries.

The electric vacuum-cleaner will be much in evidence this Christmas and is a very profitable line for the hardware merchant to sell. It also makes a very acceptable gift and one that would be appreciated. Many arguments may be advanced on behalf of the vacuum-cleaner as a useful gift. It has been proven beyond a doubt that it is the proper way to gather the dust.

Electric toasters will be shown prominently this year by a large number of dealers, and as the toaster is an appliance that can be used constantly in homes with electric light it should be a good seller and also affords a nice margin of profit for the dealer.

Electric disc stoves have been sold in quantities in the larger cities and are taking well on account of their simplicity and usefulness.

One good feature regarding electric appliances is the fact that the goods can be demonstrated in the store and this has been found a good way to get customers interested. In stores where electric lighting fixtures are carried it has

been found that table lamps make a very fine showing when connected up and that a customer is much more interested when looking at a lamp that is burning.

Vacuum-cleaners may be demonstrated in the store windows but it has been found that although large crowds will gather and witness the demonstration, that many sales do not result, and that the best way is to go after prospects and get their consent to allow a demonstration in their home; the latter plan is used altogether by some of our largest dealers and they find it the best way in which to make sales as the customers soon become interested when they see the large amount of dust that can be gathered from an apparently clean carpet.

AN INFERNAL MACHINE FOUND.

Port Arthur, Ont.—A small wooden box, like a tobacco box, hermetically sealed and without inscription, discovered by the conductor about midnight Monday, underneath the seat on car 36 just before being placed in the car barns for the night caused feeling to run high and held up a car for over twelve hours. The conductor, when he came across the box, pronounced it nitroglycerine owing to its resemblance to parcels of this deadly explosive he had seen in the construction camps on the G.T.P. It was then agreed to have the box removed to Wells & Emmerson's hardware store and examined. There it was decided to call in experts and P. H. Austin, of the Canadian Explosives, and J. T. Emmerson diagnosed the case. The explosives men thought it did not look like a box containing nitro-glycerine but more resembled curd or grease of some kind. The box was carefully opened and the contents proved to be a mass of cream and curds, or common farm or home made cheese—not limburger.

A TOAST TO THE EDITOR.

At a recent editorial convention a preacher offered the following toast: “To save an editor from starvation, take his paper and pay for it promptly. To save him from bankruptcy, advertise in his paper liberally. To save him from despair, send him every item of news of which you can get hold. To save him from profanity, write your correspondence plainly on one side of the sheet and send it in as soon as possible. To save him from mistakes, bury him—dead people are the only ones who never make mistakes.”

SITUATION WANTED

HARDWARE SALESMAN—CANADIAN—8 YEARS' wholesale and retail experience, especially well up in tools, desires position first of year as travelling salesman, or inside position. Box 716, Hardware & Metal, Toronto.



THE
CANADA PAINT CO.
LIMITED

PAINT-VARNISH AND DRY COLOR
MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC

PAINTS

THE Canada Paint Co. is one of its kind in the Dominion from small beginnings is due to C.P. products have given to the consumer. The company has featured an extensive line and has the times in meeting the demand for improved finishes. Their aim has been to secure a satisfactory finish for every

The following lines are exceptionally good sellers because they meet with the rapidly growing demand for goods of this character and in each case give the consumer satisfaction and good value for his money. These goods are the kind of trade winners that you need, they sell at a moderate price and allow you a good profit.

SANITONE

THIS is a new oil paint specially prepared for the artistic and sanitary decoration of interior walls and ceilings. Sanitone has been put on the market to meet the demand for a finish that gives soft velvety flat effects without the expense of stippling and can be washed with soap and water. 24 attractive shades and white; put up in packages in quarts, 1/2-gallons and gallons. Representative about this line—send us a request for prices to-day.

AND VARNISHES

of the largest
This growth
the satisfaction
dealer and the
ways manufac-
cept pace with
for new or im-
en to manufac-
painting need.



SUN VARNISH STAINS

THESE are just the finishes that every householder needs for touching up old furniture and woodwork. Staining and varnishing at one operation is an advantage that is appreciated by the consumer. Sun Varnish Stains are a scientific combination of good quality pigments and a durable varnish. There are 7 very attractive shades representative of different popular hardwoods (and Clear.) These stains bring out the natural grain and beauty of new wood surfaces and give excellent satisfaction on floors. Sun Varnish Stains are very superior in quality to the many cheap varnish stains on the market. Put up in 1/4-pints, 1/2-pints, pints, quarts, 1/2-gallons and gallons, attractively labeled.

New Goods That Are Ready Sellers



People are taking greater interest than ever in the artistic decoration of their homes. This gives the dealer increased opportunities to develop his paint trade. The growing demand for finishes such as the above means more profit to the dealer who goes after this trade now.

It is easy to apply
Sanitone is made in
handsomely labeled
s. Talk to our repre-
for color cards and

do not raise the grain of the wood, although they penetrate the fibre thoroughly. This advantage means a great saving of time and labor for the painter, as the surface does not have to be sanded after applying the stain. C. P. Wood Tints are easy to apply, need not be wiped, and dry without showing laps.



WOOD TINTS

THERE is an increasing demand for wood stains in suitable shades for use in finishing interior woodwork in residences, flats, apartments and public buildings. The line of Wood Tints is complete and of the highest quality. They are made in the 8 shades most popular to-day with the leading decorators. They are rich in tone, transparent, uniform and permanent in shade. Unlike many of the spirit or water stains on the market, Wood Tints

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 32 we show another form of transition piece a little more difficult than the previous one.

There are two features shown here not used on the previous examples, viz., the half circle at the top of the elevation and the different heights of the triangles.

The problem is to develop a transition piece having any shaped base, say either round, square, octagon or elliptical, and a top being either round or elliptical and set either over the centre or to one side BUT BEING ON AN ANGLE, i.e., not parallel to the base.

The transition piece can be any of the shapes mentioned and the process of de-

veloping the pattern would be the same but we will take for our example a transition piece having a round base and an elliptical top set to one side of the centre and pitched to any angle say about 30 degrees a side, front and back view of this shown at Figs. 1-A, 1-B and 1-C.

Now let us first take up the explanation of the half circle or the top of the elevation.

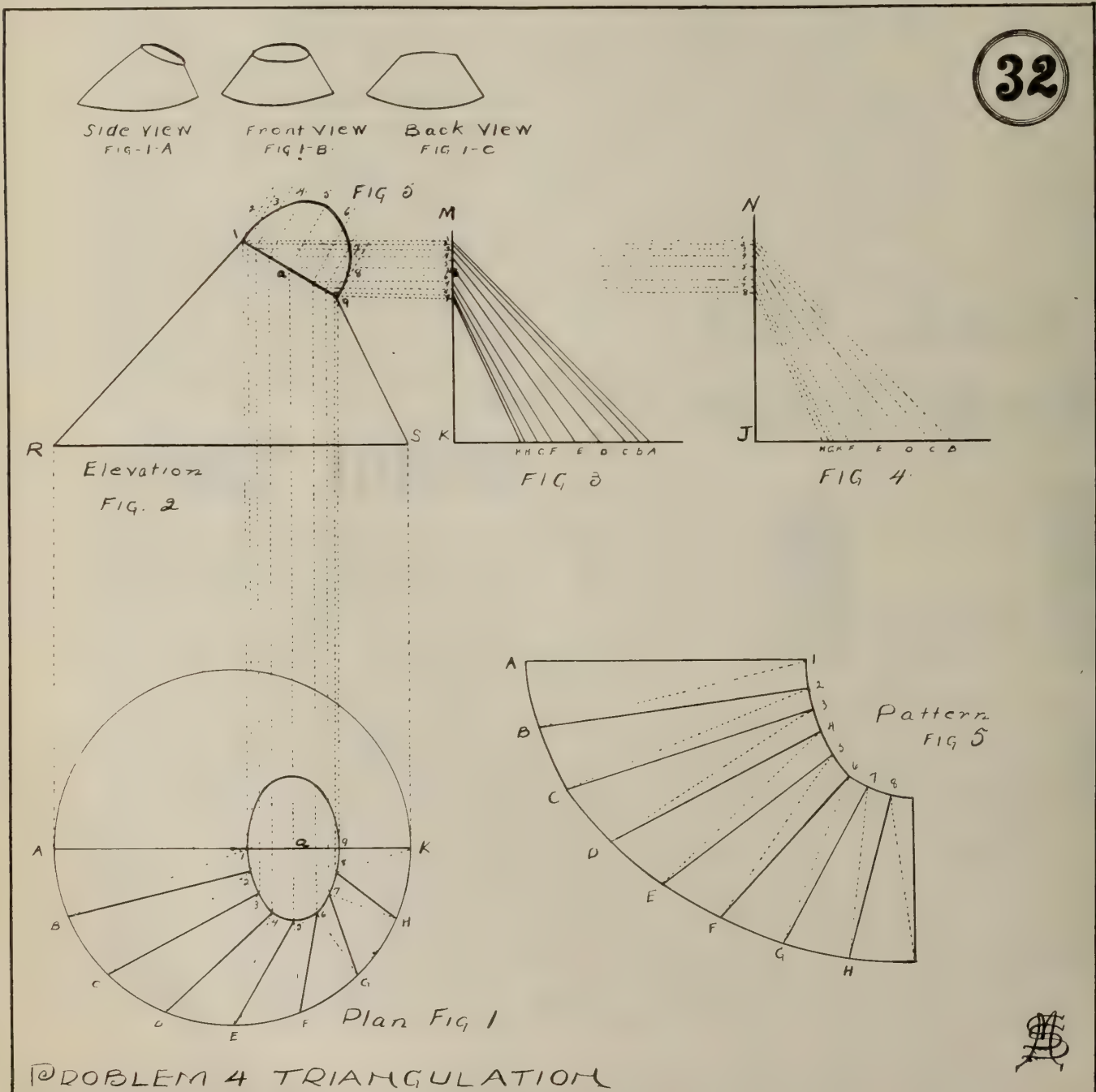
This half circle represents the true shape and size of one-half of the elliptical top shown on the plan, Fig. 1.

Now it will be observed that the line 1-9 of the elevation is wider than the line 1-9 of the plan representing the

width of the ellipse for the reason that 1-9 of the plan shows only the plan width while 1-9 of the elevation gives the true width, consequently the true shape of the ellipse is slightly wider and bigger around than that shown on the plan and it is necessary that we have the true shape of the ellipse before we can accurately develop our pattern.

The method of finding this will be explained as we proceed with the example.

Now in regard to the other new feature, viz., the different heights of the triangles observing the elevation, Fig. 2, it will be noticed that the height of the back represented by the line 1-R is high-



er and longer than the height at the front shown by 9-S consequently, the height of the sides get gradually shorter as they move to the front and the height of the triangles have a corresponding decrease. For instance, the triangle A-1 of the full lines is longer and higher than the triangle K-9, the difference being gradual throughout.

In the diagram of dotted lines, however, the one nearest the front 8-K while being lower than the other is slightly larger than 6-G and 7-H, consequently it overlaps these two.

The method of getting these different heights will be explained as the problem proceeds.

Now let us first draw the plan, Fig. 1, by first drawing the circle or base the desired size.

Then draw the elliptical top off to one side, divide off one half of the base into any number of equal spaces, say eight, and letter each space as A-B-C, etc.

Divide one half of the ellipse into the same number of equal spaces and number them 1-2-3, etc.

Then draw full lines from A to 1-B to 2, etc.

Then draw in the dotted connecting lines from 1 to B, 2 to 3, etc.

Then draw the elevation R-S-1-9 directly over the plan making the line 1-9 to the desired pitch.

Extend the line R-S for the base of the triangles.

Erect the vertical lines K-M and J-N at any convenient place.

Now carry a dotted vertical line from each of the points on the ellipse of plan to the line 1-9 of the elevation.

Then carry each of these lines horizontally from the point they meet on the line 1-9 to the vertical lines K-M and J-N which gives the height of each of the triangles.

Now lay off from K the spaces represented by the full lines of the plan and connect points A-1-B-2, etc.

Then lay off from J the spaces represented by the dotted lines on the plan as 1-B, 2-C, etc., and connect them with the numbers at the top the same as called from the plan as B-1, C-2, etc., observing that K-8 the last line, being longer than G-6 and H-7, overlaps these two.

Now to get the true size of the ellipse from each of the points on the line 1-9 of the elevation, Fig. 2, project a light or dotted line at right angles to the line 1-A.

Set off the space A-5, Fig. 5, the same as A-5 of the plan, Fig. 1, and each of the other spaces the same distance that the points on the plan are from the line 1-9 connecting these points, gives the true size of the ellipse and we use the spaces on Fig. 5 for the top when laying off our pattern.

As both sides of the pattern are the same in this case we only need to develop one half.

Now to develop the pattern we proceed as follows:—

Take the line A-1 of Fig. 3 and set it down as shown at Fig. 6.

Then set the compass to 1-B of Fig. 4 and with 1, Fig. 6, as centre swing an arc then with the compass set to A-B, Fig. 1, and A, Fig. 6, as centre locate the point B.

Then with B-2 of Fig. 3 and B as cen-

tre strike an arc near where point 2 should come on the pattern.

Then with the space 1-2 of Fig. 6 and i as centre locate point 2.

Then with the dotted line 2-C of Fig. 4 and 2, Fig. 6, as centre strike an arc and with the space B-C of Fig. 1 and B as centre locate C.

Then with C-3, Fig. 3, and C as centre strike an arc and with 2-3 of Fig. 5 and 2 of Fig. 6 as centre locate point 3.

Proceed in this manner until the pattern is developed.

Current News of the Week

Business Changes.

Calgary, Alta.—C. B. Liban is succeeding Drinnan and Stevenson, hardware dealers.

Kincardine, Ont.—W. J. McAllister, hardware dealer, has sold out.

Tiverton, Ont.—J. H. McKee, hardware dealer, has sold out.

Toronto, Ont.—Goodheim & Caplan, hardware dealers, have dissolved. B. Caplan will continue the business.

Alsack, Sask.—O. Rollis has made arrangements for the building of a hardware store here. He hails from Three Hills, Alta.

Consort, Alta.—J. Backstrom has succeeded W. H. Olson in the hardware business.

Coronation, Alta. — The Farmers' Hardware Co. have sold to Short & Clark.

Consort, Alta.—McNeill & Gilman, hardware dealers, have dissolved and Mr. Gilman will carry on the business.

Belmont, Man.—Cannon & Houghton have opened a hardware store.

Edam, Sask.—G. F. Carter has purchased the hardware business of F. Clark.

Foxwarren, Man.—Messrs. Dunlop & Rorke have sold out their hardware business to Mr. Louis Armitt, of Lincoln, England. Mr. Armitt is well known in this district having farmed here up till 14 years ago when he left to carry on a business in England. After completing the deal he left on his way to England till the beginning of the New Year.

Moorefield, Ont.—Geo. Wilson, hardware dealer, is giving up business.

Saskatoon, Sask.—The Morton Hardware Co. have sold out to Elliott & Scott.

Bulyea, Sask.—McElroy & Kerr, hardware dealers, are dissolving partnership.

Centreville, N.B.—Sherwood & Estabrooks, hardware and implement dealers, are dissolving partnership and Mr. Estabrooks will continue the business.

Dundurn, Sask.—W. H. Taylor, hardwareman, has been succeeded by E. H. Hebb jr.

Diamond City, Alta.—W. P. Rogers has succeeded to the business of the Alberta Hardware Co. at Diamond City.

Personal Notes.

M. G. Rigney, of Perth, has secured a position with the Fawcett Co., Tweed, Ont.

Red Deer, Alta.—H. F. McQueen, of Liverpool, N.S., has arrived to take charge of the Day Hardware Company's plumbing and heating department.

New Liskeard, Ont.—Harold Richards, of the Geo. Taylor Hardware Co., took a business trip to Toronto this week.

New Retail Firms.

Edmonton, Alta.—William Bowers has opened a hardware store.

Edmonton, Alta.—J. W. Rutherford has opened a hardware and grocery store.

Open Electrical Store.

Port Arthur.—Mahon Bros., who have one store at Fort William, have opened a stock of electrical fixtures in the Wheeler Block, Arthur Street, this city. They have purchased a stock of entirely latest style fixtures and make a display that is attracting attention.

To Start Operations.

Fort William, Ont.—Actual manufacturing operations are to be inaugurated in the Fort William plant of the Great West Wire Fence Co. on or about the first of the new year, according to Thos. A. Black of Winnipeg, president of the company, who is in the city on business pertaining to the progress of the work of construction.

Weekly Market Report --- Metals

METAL NOTES.

There is a steady demand noted on all markets, despite the disturbing influences in Europe and the near approach of the holiday season.

A scarcity still exists in plates and sheets.

The price of lead has been weak and some predict that the same condition will hold.

Orders for iron and steel are being booked far in advance.

MONTREAL.

Montreal, Dec. 5.—Generally speaking the metal market is somewhat quieter than during the past week, but at the same time a very large volume of business is still being done. As was forecast last week, lead has shown a slight decline.

With the approach of the Xmas season business in most lines shows less sign of activity, and this condition of affairs will probably be more apparent during the next few weeks.

Tin.—Quotations on tin are \$55 per hundred, which is a dollar a hundred lower than last week's price, the demand is very good, and supplies appear to be plentiful.

Soil Pipe.—Here is where a scarcity is shown. Soil pipe at the present time is practically impossible to obtain. Stocks have been practically depleted owing to enormous building operations. The trade are at present watching with interest the outcome of the action of the building inspector of Montreal, who has in one instance forbidden the use of Scotch imported soil pipe on a building at present being erected, on the grounds that it was not up to standard owing to the rivets being imperfect. This is stated by the contractor who was doing the work, to be ridiculous, as this make of pipe will stand as long as any other. However, be that as it may, the building inspector has a very great power in these matters, and could cause a lot of trouble if he thought he had cause. His final decision in this matter is of great importance.

Plates and Sheets.—The scarcity of some of these lines is a matter which is going to cause trouble before long if the situation is not relieved. One man remarked that galvanized Canada plates were worth their weight in gold at the present time and were going to be scarcer before any change for the better was apparent.

Lead.—As stated above the price of lead has fallen a fraction. The demand at the present time is not great.

Copper.—There is not much doing in copper at the present time. The demand is fairly good and price appears to be firm.

Spelter.—At the time of writing, the price of spelter remains the same as last week. Supplies are plentiful, however, and it is weak at the present price and a decline would not be unexpected unless conditions change.

TORONTO.

Toronto, Dec. 5.—The metal market is in much the same condition as it has been for some time. Business is good for this time of the year and jobbers expect a busy winter. Jobbers are complaining very much regarding delivery of goods.

Plates and Sheets.—Supplies are very scarce and dealers report the demand to be heavy. Stocks are not heavy and manufacturers and jobbers alike are having difficulty in filling orders. No change is reported in prices and there is no indication of an immediate change, although the scarcity may have some effect on prices.

Tin.—The demand is heavy and no changes have been reported since last week. Stocks are fairly low.

Lead.—Lead is in good demand. Prices remain unchanged. The Balkan disturbance is claimed to have had some effect on the markets and caused them to recede.

Iron.—Orders for iron and steel are booked far in advance, and very little fresh business is being done. Mills are far behind in making delivery.

Copper.—The demand for copper is heavy. Prices are reported same as last week and jobbers are kept busy in filling orders.

Antimony.—Business is reported quiet with prices unchanged.

Spelter.—The demand for spelter is good at the present time. Prices are unchanged.

WINNIPEG.

Winnipeg, Dec. 2.—Conditions that have prevailed here for the last six months are practically unchanged and but reflect a situation that is world wide, viz., no lack of business but difficulty in obtaining supplies.

In plates, sheets and bar iron orders are booked very far in advance and manufacturers are considering themselves lucky to get them filled in three months.

Ironworkers here are busy figuring on estimates from the specifications of many great undertakings for next year and steel work on many of these will be done during the winter. The buildings of 1912 total up to a value of \$20,000,000 and estimates for 1913 place next year's activities at at least \$25,000,000.

Copper is reported as a little weaker, lead steady, iron prices generally firm and expected to advance.

TOY DEPARTMENT THRIVING.

St. John, N.B.—After two successful seasons in the operation of a toy department, W. H. Thorne & Co. have ceased to look upon the venture as an experiment but rather as an important factor in the extension of their business and a feature which brings many buyers to their store, particularly during the holiday season, but also throughout the season. More than a month remains before the youngsters hang up their stockings on Christmas Eve, but already the activities of the firm are noticeable in a neat folder issued to 5,000 homes about the city, and in a brilliant display of their toyland fixtures in one of their large windows in King street.

J. G. Harrison speaking in regard to the matter this week, said the company was well pleased with the way in which the toyland department was "taking on" with the trade. This would mark the third year for what was an innovation with local hardwaremen two seasons ago, and things looked bright for more extensive developments. The folders issued and the window display had brought returns already, proving that suggestion was an important factor in the creation of impressions and in inducing an earlier shopping campaign than formerly.

"A well dressed window displaying a line of novelties, not necessarily toys alone," he said this week, "can induce custom to the door which might otherwise go elsewhere or which might not come until well into the rush of the holiday trade. Look at it this way: Mothers take their little ones walking, or the youngsters are about the city themselves, and see the big toy display in Thorne's window, we'll say. They are tickled with certain articles, and when they go home they present a list of what they want to the master of the house, telling him that they saw these things in Thorne's or wherever it happened to be. A day or two later Mr. Soandso comes into the toy department and asks for some of the things on the "stock-

(Continued on page 57)

Weekly Market Report --- Hardware

PRICES ADVANCE.

The past week has seen a large number of changes in the hardware market. Not only have many lines advanced, but reports are heard of other advances pending. The changes in an upward direction announced are as follows:—

Montreal.

Hay wire.
Galvanized wire.
Tinware.
Bar iron.
Axes.
Cotton rope.
Empty cartridge shells.

Toronto.

Cartridges.
Axes.
Coil chain.
Cotton belting.

MONTREAL.

Montreal, Dec. 5. — A number of changes in prices in hardware have taken place during the past week and it is almost superfluous to add that they are all in the upward direction. Hay wire, galvanized wire, tin ware, bar iron, axes, cotton rope, and empty cartridge shells are all quoted at an advance over last week's prices.

The volume of business being done is said to be smaller than during the previous weeks, but it is up to the average for the time of the year. City trade for the most part is comparatively quiet, while country trade generally is said to be quite brisk.

Many hardware men are still ordering for Christmas trade and the demand for winter lines is good.

Heavy Hardware.—Some changes in price have taken place here. Hay wire in coils is quoted at advance of 10 cents, making the price as follows:—For No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55. Bar iron is a little higher, being now quoted at \$2.15, while galvanized iron has advanced 5 cents per hundred pounds.

Lumber Men's Supplies.—Demand continues good all around and orders for these lines are reported as being good. At a meeting of the axe manufacturers of Canada, at the Windsor Hotel, Montreal, last week, an advance in price was agreed upon and quotations on single and double bit axes are now 50c per dozen higher.

Sporting Goods.—A good demand continues to be shown for skates, snowshoes, and similar lines for winter sport, which are being featured strongly

by the trade for Christmas gifts. While no very large orders are to be seen, those of a sorting up nature are numerous.

Builders' Hardware.—With building operations going forward with unabated vigor, the business in this line continues to be very large. This is one department where no price changes have been noted since last week.

Ammunition. — That the hunters throughout the country are still busy is evident from the demand being shown for ammunition of all kinds. An advance is also to be seen here, the price of empty shells having risen \$2 per thousand with discounts remaining the same.

Kitchen Ware.—Tinware has advanced and discounts on most lines are now about 5 cents less all around.

TORONTO.

Toronto, Dec. 5.—With the approach of the Christmas season orders for some lines of goods are falling off considerably. Around Christmas time retail merchants are so taken up with pushing Christmas sales that it is difficult to find time to look after other lines. Thus straight hardware goods are to a very great extent being dropped for a time. Still trade keeps brisk and orders for goods of one kind or another are coming in very freely.

A few more changes in price have been made this week. These are summed up under the heads of axes, roofing, cotton belting and coil chain.

Sporting Goods.—Orders for loaded shells calling for delivery next fall have been coming in very freely. Two weeks ago an advance in price of shells was announced and now it is stated that another advance may be looked for before orders booked now are filled.

Winter sporting goods are moving out fairly freely but owing to mild weather keeping up demand for these lines has not yet become very great. With cold weather setting in, a great rush is expected.

Builders' Hardware.—Demand for builders' hardware has been especially good lately. Weather has been very favorable for building and has allowed work to go on much faster than usual. With much building, all kinds of builders' hardware have been very much in demand and goods have been moving out freely.

Lumbermen's Supplies.—With the opening of the lumbering season demand for all these lines has been very great. Axes, saws, chains, cant hooks, wedges, gloves, mitts and everything the lumberman uses have all been sought by the lumberman during the last couple of weeks.

Prices on axes have advanced from 25 to 50 cents a dozen this week, and some manufacturers of chains have advanced coil chain 10 per cent.

Heavy Hardware.—No change in price is to be noted here this week. There is a tendency for all lines of heavy hardware to advance. Some lines as wire and nails, nuts and bolts have already advanced considerably, but even yet there is a tendency for these to advance still more. Cost of raw material has advanced greatly of late. Besides that, it is a time when everything is tending upward. So that putting the two together, even further advances in heavy hardware may be expected.

Demand for all lines is brisk and there is very little sign of it falling off at present.

Mill Supplies.—This week shows an advance of 10 per cent. in the price of cotton belting.

Seasonable Goods.—Cold weather in some parts of the country has very greatly increased the demand for winter goods. Such lines as sleigh bells, snow shovels, ash sifters, scuttles and draught excluders, are now in very great demand and have been moving out very rapidly.

WINNIPEG.

Winnipeg, Dec. 2.—The remarkably fine weather of the past month has on the whole been favorable to the hardware trade, some lines having had a more prolonged run of activity than usual. Some lines, usually brisk sellers at retail, have been moving slowly. This is more particularly the case with skates and other winter sporting goods.

The unusually open weather has greatly favored the building trades and builders' supplies have been moving quite freely. The permits for the year for the eleven months closing November 30 amounted to \$20,005,000, the total permits issued for buildings being 4,392, comprising 5,293 structures. An estimate by the building inspector for next year's activities based on plans already formulated places next year's building at \$25,000,000.

Prospects for 1913 business are then very encouraging and orders for spring goods are already coming in freely.

There are few price changes of importance to note. A change in the discount of jackscrews to 57½ from 60 and 10 is an advance in this line. Bar iron is still unchanged.

As usual at this time there is a marked increase in the sales of illuminating oils at country points and city gasoline sales are steadily increasing.

Stoves, Furnaces and Accessories

How a Big Stove Business Was Started

Hardware Store Which Had Handled Stoves in a Somewhat Desultory Way Suddenly Turned Over a New Leaf and Began to Work Along Progressive Lines—The Result Was an Immediate Increase in Business—A Tale with a Moral.

Up to the last couple of years very little effort was put forth on the part of the manager or salesclerks in the hardware department of one of the largest Canadian hardware stores to make stove sales. Stoves were carried in stock all the time but no one section of the store was devoted to them. While the fact that good profits could be made in pushing stoves was recognized, still it was thought that other dealers had their trade too well rooted and too firmly established to allow new men to make a great deal of headway.

Speaking of the situation, the manager of the department said: "We hadn't made any special effort to sell stoves at all. A few were in stock, and when customers came in asking for stoves we showed them what we had and let the matter as to whether they should or should not buy remain altogether with themselves.

"One day a traveling salesman entered the store and tried to talk me into giving him an order for stoves. I hesitated for some time, but didn't altogether like to turn him down. Finally I placed an order for twenty-five stoves and arranged that if, at the end of the year, we had not disposed of them all, what remained should be taken back by the manufacturers. Our stove trade for the previous year had not been at all large. Altogether we had sold only twenty-three stoves. So at the most, I was making no great departure."

That was the beginning of a brisk stove business in the store. Within two weeks of the time those stoves arrived, every one of the twenty-five had been sold. How did they do it? To cram more than a whole year's business into two weeks seems just a little too much, you say. And yet those are the facts of the case. More stoves were sold in two weeks than had been sold in the same store in the whole preceding year. No sudden change from warm weather to cold winter had taken place which would

very greatly increase the number of sales. The question still remains, "How was it done?" A little spurt of enthusiasm combined with some sound determination will go a great way in almost anything. Slight changes were made in the location of goods in the store, giving stoves at once a larger and more prominent position. The new stoves, all highly polished and reflecting everything in the store gave the department a more business-like appearance.

An Opening Announcement.

To start the stoves moving out, a full page ad. was run in the local papers. Throughout the ad. from first to last the talk was stoves. As a slight inducement to make people buy one stove was specially featured and on it the price was slightly cut. It at once served, not only as a special offer to attract people to itself, but as a leader to all the other lines.

During the two weeks, every clerk in the store talked stoves to the customers. No opportunity to make a sale was allowed to pass by unnoticed. People read about the stoves in the paper, called in to see them and to get a little more information and by the straight line of talk put to them by the salesclerks were finally induced to make purchases.

Thus, with the help of the daily newspapers and through the increased efforts of every member of the staff, the twenty-five stoves were soon cleared out.

Following the principle of "We can do it again," further orders were placed with the manufacturer, and the stove question began to be a real live proposition for everyone.

Advertised at Right Time.

As the time for winter approached it at once became evident that chances for a record on the first cold day were very great. Accordingly greater efforts were put forth than ever to catch the trade. Expecting a sudden drop in temperature at any time, a full page ad. was run on Saturday. As luck would have it the first time, cold weather set in before Monday with the result that Monday

was a big day for all stove dealers. That day the limit reached in this particular store was thirty-nine—quite a considerable advance over the total of a whole year previously.

During the year that followed after the first real effort to push stove sales was made, the number of sales amounted to more than a hundred and fifty. This shows to some extent what can be done by the man who rouses himself to the chances that are open to him.

This year the manager is again after the stove trade. He reports business as having been very brisk all fall—even better than last year—but no one day record has been made to overshadow that of last year. Counting on cold weather setting in, full page ads. were run several times during November. But fortune was not quite as favorable as in the previous year.

Believes in "Leaders."

The manager is a very firm believer in advertising. No matter what line he wants to boost he seeks the daily paper as the best medium to help him reach his goal. And another practice which he adopts very frequently is that of giving each line of goods a "leader." Whether the price is cut on this one line or not is a matter to be considered in each case. Very often no reduction is made whatever. One article is taken and made a specialty. Prominence is given to it in the newspapers and in the store. Special display and price cards attract the attention of the customer to it. In most cases the "leader" chosen is one of moderate price, being neither the cheapest nor yet the most expensive of its kind. This has been a custom very frequently resorted to in many lines in this store and the manager has found it to work every bit as well with stoves as with other lines.

Location of Department.

The stove department is located in the basement and the stairs down to it are at the rear of the hardware department. On entering the store, stoves cannot be seen at all and it is only when one gets pretty well to the rear that he can see the stoves at the foot of the stairs to the basement. Thus the location is perhaps not all that is to be desired. But that only goes to show more clearly what can be done when a man once makes up his mind to do it.

Weekly Market Reports---Stoves

THE RUSH CONTINUES.

The continued mild weather has had the effect of lengthening the active stove season. Business, as a result, is still very active and the manufacturers have been experiencing quite as much difficulty in filling orders as formerly.

The advance in the price of stoves and furnaces has not had any effect on the demand.

MONTREAL.

Montreal, Dec. 5.—Everybody in the stove business seems to be having their own troubles these days. Dealers cannot get the goods; manufacturers cannot supply the demand; railroads cannot attend to the cartage in a manner to give satisfaction; and prices are advancing all around. At a meeting of the Canadian Stove Manufacturing Association recently, it was decided to advance prices on furnaces 10 per cent., and on all stoves and hollow-ware the advance is 5 per cent. This affects all places east of Port Arthur and goes into effect on all orders taken after December 1st. It is said to be only a matter of a few days when an advance will be made to western points.

The manufacturers are finding great difficulty in supplying the demand for goods. Never before has trade been so large, and though a good year was expected, the enormous demand which is now being shown was not anticipated. At this time of year, business usually shows signs of a falling off before Xmas. But the very reverse is the case in this instance, and the volume of orders seems to increase rather than decrease. The cartage trouble is one which is very evident just now. Railways are unable to give satisfaction, and in one case a manufacturer of stoves in Montreal is doing all his own carting in order to relieve matters somewhat. This costs money, however, as the railways are only permitted to refund, in cases of this kind, merely a fraction of what it actually costs to do the carting.

Furnaces.—The enormous demand for furnaces shows no sign of abating. There are, not only in Montreal, but also all over the country, a vast number of buildings under construction. Furnaces are needed for these and must be had, or the building cannot be used when completed. The recent cold

weather has naturally not helped to relieve the situation but has rather tended to bring forth requests for immediate shipment.

Heaters.—Here also the demand still continues good. A good many people wait until the advent of cold weather until they provide means for keeping warm, and with the recent arrival of really wintry weather, a large number of sales of heaters have been made. Those who have held off too long will now find that they have to pay an advanced price.

Ranges.—Ranges are getting their share of attention and are very hard to get. One manufacturer in Montreal recently received a carload of these and instead of putting them in to stock at his warehouse he was forced to re-ship them direct to customers who were waiting for them without keeping even a sample. One would expect the demand to lessen at this time of year unless this style of goods is coming into vogue as Xmas presents.

TORONTO.

Toronto, Dec. 5.—The advance in the prices of stoves and furnaces which was made last week does not seem to have affected the demand for stoves in the slightest. Orders have been coming in just as freely as formerly, and no complaint is being made about the advanced rate. Indeed it seems the wonder of the retail dealers throughout the country that a higher price was not struck sooner. The cost of manufacturing stoves and furnaces has increased so markedly even within the past year that an advance in price has been expected for some time. And even now that the advance has been made it has been a comparatively small one. Other products have gone up, some as much as from 20 to 50 per cent. So that comparing stoves and furnaces with other lines which the hardware retailer handles, the advance has not been at all beyond the average nor scarcely up to it.

Furnaces.—The rush for furnaces is still very apparent. Whatever the price, people will have furnaces when they want them, or as soon as they can get them. Demand is as insistent as ever. Not so many new orders are coming in but old ones are represented as being very urgent. Every case is a special case and demands prompt attention. In many cases dealers from outside the city are phoning in to see what the delay is, so loudly are their customers clamoring for delivery of goods.

Those contractors who took contracts for furnaces the last few days of last week will find that the advance of ten per cent. will strike them pretty hard provided they had not their furnaces ordered before Monday.

Heaters.—The call for heaters is still very brisk. Small heaters especially are receiving very great attention, and are moving out in large quantities. Supplies are none too good and with some manufacturers great scarcity is found.

Ranges.—Orders for stoves are in many instances being represented as very urgent and call for immediate delivery. Throughout some parts of the country, however, the scarcity of coal is seriously affecting stove sales. People will not invest in ranges and coal burning stoves until they feel sure of coal to burn in them.

This season the demand from the West has been greater than ever. Orders have been coming in all fall for very large quantities. A better class of stoves are being sought by Westerners than formerly, due directly to the increased prosperity of the country. In many cases, too, people are giving up the idea of heating the whole house with stoves and are having furnaces installed. This is a very important change and is meaning much to manufacturers and retailers alike.

Locally the supply of stoves and ranges is very limited. From all sides retailers are pressing for delivery and are representing their cases as being most urgent. Devices of one sort or another have been resorted to to gain delivery, but manufacturers are so rushed that it has been extremely difficult to look after even the most urgent orders on time.

Gas Stoves.—The call for gas stoves has fallen off to a very great extent. Quite a number are moving out, however, owing to the demand caused by apartment houses being fitted up.



TOY DEPARTMENT THRIVING.

(Continued from page 54)

ing" list. He says he is merely looking over the stock, but when the clerk tells him that there are only about three specimens of the class in question on hand, as a general rule, an order is the result. That is one of our chief reasons in "boosting" the toys so early in the season. First impressions are always the most lasting, and that is a point worth while remembering."

Complaints of Direct Selling

Editor of Hardware and Metal.—Being an old subscriber, I thought you would allow me some space in Hardware and Metal for discussion of the habit manufacturers have of “butting in” and selling wholesale to consumers.

As retailers, we should not buy from manufacturers who cater to the wholesale and retail trade and who attempt to sell to the consumer at the same time. Take, for instance, an experience we had this year. We had a 300 barrel contract with an oil company at 17 cents. When gasoline started to soar away up, we still sold our gasoline to the consumers at 21c per barrel; 25 cents per gallon, or \$1.15 per 5 gallons. Now that gasoline has started to decline, the farmers have started in to buy from the different oil companies at 19c per gallon. Now, there is just so much gasoline used and what advantage does the refiner gain in selling to the farmer and other consumers? They would not mind paying the regular price, if the refineries were willing to protect the dealers. In our case, we have gone to an expense of about \$400 to have gasoline filtered and on hand at all times so that we can give quick service. Our prices were just as low all summer when gasoline was high as it is now that the market has gone down. The public were glad to buy here when gasoline was high; but, as soon as the price gets so that they can buy it for the same money direct from the refineries, they are after it.

Now, will hardware merchants, who read this article, write their opinions about the question? This thing doesn't apply to the oil men alone. We are continually seeing wholesale houses taking orders on the side when they get a chance. My idea is that hardware retailers of Ontario should get together on these affairs and come to some discussion as to how it is to be stopped. I would suggest that we form a buying association of some kind and buy our goods to better advantage, instead of being flim-flammed. If, say, 200 merchants entered, it would be a paying proposition. I would subscribe the first \$1,000 or more to put such an establishment on foot. I believe we could also make arrangements to have oil companies supply the retail trade only.

Trusting to hear the opinions of other merchants, I am

Yours very truly,
Hardware Merchant.

Editor's Note.—Reference to this matter will be found in the editorial columns. We desire to point out, however, that in our opinion, “Hardware Merchant” would have been perfectly justified in raising his price on oil when the wholesale price advanced. Having

gone to considerable expense to stock up heavily for the convenience of customers, he was entitled to the advantage accruing from the advance. If the price had receded, he would have been compelled to stand the loss. Then why should he not have benefited by the advance?

Railway Demurrage to Be Increased

Application Made by the Companies and Railway Commission Takes View That Congestion Would be Relieved Considerably—Shippers' Claims for Reciprocal Demurrage to be Gone Into in the Future.

Ottawa, Dec. 4.—(Special).—With a view to lessening railway congestion as much as possible, the Dominion Railway Commission on Monday afternoon issued an order granting the application of the C.P.R., G.T.R., C.N.R. and M.C.R. to increase their demurrage charges on freight cars from \$1 per day to \$2 and \$3. The increased rates will be allowed only from December 15 to March 31 of next year. The railways asked for \$2, \$3 and \$4 for the first, second and third day respectively after the free time allowed, but the four dollar charge was not allowed. As the order stands, therefore, \$2 will be assessed by the railways for the first 24 hours after free time and \$3 for each succeeding day.

Claim Detentions Unnecessary.

The railway companies contended that the unnecessary detention of cars by shippers and consignees not only handicapped the railway companies by depriving them of cars which would otherwise be available for traffic, but also caused congestion by blocking team tracks and private sidings in terminals. It was contended that at least 50 per cent. of what is called railway detentions, that is, the unnecessary holding of cars in terminals by the railway companies, was due to the blocking of these terminals by the unnecessary detention of cars by shippers and consignees.

The judgment was given out by Assistant Commissioner D'Arcy Scott in absence of Chairman H. L. Drayton. In touching railway delays which handicapped merchants and manufacturers, Mr. Scott said:—

“There is almost unanimity of opinion among the shipping public that they would cheerfully consent to the increase in demurrage charges if a measure of reciprocal demurrage was made effective at the same time—that is, if the railway companies would pay a per diem allowance to the shipper or consignee for unreasonable delays in the delivery of cars on the part of the railway com-

panies. That is a matter with which we cannot deal in this application. It was brought to the attention of the Board at a sitting in Winnipeg in July last, and is, I believe, now being considered by the Chief Commissioner and Commissioner McLean on their present western trip, and it cannot be disposed of without a hearing in the east, where a number of shippers desire to be heard on the subject. In disposing of the question of reciprocal demurrage, the Board will, of course, consider what, if any, effect this temporary increase in the demurrage charges may have upon that question, but I see no reason why the present application should be delayed on that account.”



A NEW N.C.R. FACTORY.

The National Cash Register Co. will erect on Christie St., Toronto, a new manufacturing plant comprising three large buildings to cost \$300,000. Construction work will begin in the spring.

The new plant will manufacture every piece that goes to make up the intricate cash register, and it will supply the whole Canadian market. Five hundred hands will be employed. The present factory on Lombard Street employs about 200 men. It is proposed to follow the employee's welfare work which was instituted by the company in Dayton, Ohio. The services of a noted American landscape architect have been secured in laying out the grounds picturesquely, and the company will endeavor to promulgate the “neighborhood improvement” work as in Dayton.

The new factory will consist of buildings 400 by 60 feet, 310 by 60 feet and 200 by 60 feet, all two storeys high and of ornate exterior design. Massive ornate gates and large flower-bearing lawns will adorn the Christie Street front, and a large ball ground and tennis court will be provided for the employees. The buildings will be of structural steel and buff brick, with cut stone trimmings.

Methods of Retailing Paints and Varnishes

Every Salesman a Demonstrator

Staff of Hardware Store Have Acquired Knowledge of Paint, Varnish and Graining, and are in Position to Demonstrate to Every Customer—Counter Set Aside for That Purpose—Results Have Been Strikingly Apparent.

The majority of householders have very little knowledge regarding the proper use of paints and varnishes, and naturally look to the salesman for information regarding the work they wish to do. A good paint or varnish is very often condemned by a customer when the fault lies entirely with themselves, or the dealer who sold the goods.

Paints and sundries are to-day made in so many different forms that the majority of people can do a great deal of painting and decorating in their homes providing the proper instructions have been given them by the dealers.

Salesmen as Demonstrators.

It is surprising how interested an amateur painter will become in home decorating, provided their first attempt is successful. The public are always on the look-out for goods that will add to the attractiveness of their homes and for that reason a large number of paint manufacturers and dealers have taken to the idea of demonstrating the goods to the customers through the salesman in the stores. This has been found to be the best way in which to instruct the consumer, as an actual demonstration of the goods to be used, will attract and impress a prospective customer and get his interest much quicker than the old system of handing out a color card and telling the customer that the directions are on the back of same. It not only gets the customer interested but it gives him a better idea how to proceed with the work which in a good many cases is new to him.

Instruct the Salesman.

The proper information cannot be given to the customer unless the salesman has been thoroughly posted regarding the uses of the article he is attempting to sell. He should be able to tell the quantity required, under ordinary circumstances, providing the customer has the dimensions, also the best time to do

the work and how long the work should be left to dry before applying another coat. Thinning of paints and varnishes is very important and should not be overlooked in giving directions to customers.

A great many people have the idea that in using varnish on floors or linoleum, one coat is sufficient. This should be guarded against as the customer will very often condemn the goods when he has varnished a new floor and does not get the desired results. Of course there are cases where retouching is being done and one coat is sufficient, but in all cases of new work the salesman should try and induce the customer to buy enough of the article to ensure lasting results.

A good plan to instruct the clerks is to have the paint traveler on each visit give a talk explaining the uses of all the lines that are purchased from him. These talks are usually very interesting as, in going through the various lines of paints, the salesman usually bring to mind many questions and objections that have been raised at different times when selling paints. Most of the objections are easily overcome when properly explained. Many paint travelers are anxious to give an actual demonstration of the goods and in this way can explain more fully to clerks the real results of the article he is talking on. The sample boards supplied by the majority of paint manufacturers to-day are very attractive and a large number of customers expect the work they do themselves to measure up to the sample shown. This will not be the result unless they take pains to do the work in the manner explained to them by the salesman.

Demonstrate in the Store.

A number of paint manufacturers have for the last two or three years been specializing on graining systems. This class of work has taken with the public, and the paint departments in a great many of the retail hardware and paint stores have had a large increase of business in this line.

All Salesmen are Demonstrators.

The best plan to sell this line is to give a demonstration in the store. One of the largest dealers in this line has a part of one of his paint counters set aside for demonstrating this class of graining, and it is demonstrated at all times of the year. In this particular store there are ten salesmen that can, and do, demonstrate this class of work and the results in increased business in that line have been wonderful.

The counter referred to is in a prominent part of the store and is always well supplied with graining material so that the customers have an opportunity to try the graining system at any time they desire.

Many customers who have started on graining a door or border around a rug have been so well satisfied with the results that they have grained woodwork, etc., in many other parts of the house.

Many other methods of drawing the customers' attention may be used, such as painting part of an old piece of linoleum, one-half of a chair, or other piece of furniture, and placing it where it will be displayed before the public. It will be found that any plan along this line whereby the customer can be shown that an old or worn article can be improved greatly in appearance will bring results in paint and varnish sales.

The salesman will occasionally meet a customer who will claim that he believes he will get better results by mixing his own paints, but many good arguments, well known to the hardwareman, may be advanced in favor of good ready-mixed paints.

One very important point in selling paint is that the salesman must have confidence in the goods he is selling. Enthusiasm counts greatly, and a salesman that is not confident that the paint he is selling is of a high quality will not be very enthusiastic regarding its sale.

Every salesman a demonstrator! That is a point which should not be overlooked. In many stores, demonstrations are given at stated intervals and in between are blank spaces when salesmanship efforts are not backed by the practical effect of demonstration. But in the store in question, every salesman is ready to demonstrate an article at any time. And the sales have increased in proportion.

Travellers Can Help To Sell Brushes

Letter From a Traveler Who Has Tried to Assist His Customers to Increase Their Sales—Stock Should be Arranged Neatly and Promptly—The Value of Knowing the Practical Uses of Goods.

A traveler writes to Hardware and Metal: "In last week's issue, your article on displaying brushes interested me very much and I consider that it was very timely. The trade has not tried to push the sale of brushes very much in the past and anything that will stir them up in this matter will be welcome.

"I have noticed that dozens of stores never try to sell brushes by working up a display. They take the stock when it comes in and dump it into a handy drawer. There, brushes stay until called for. If no one comes in for the express purpose of buying a brush, sales in that department are nil. Dealers do not do this through negligence or lack of interest but rather through force of habit.

"Only last week, a merchant remarked to me, 'How nice your samples look. If we could only sample our goods that way, we could sell a lot more.' Is there any reason why a dealer cannot arrange his goods just as neatly as a traveler? None whatever. On the contrary, dealer should be able to arrange his stock better because he does not have to continually pack and unpack it and move it around from town to town. I pointed out to him that he could arrange his stock on trays, each brush being fastened down and spent some little time demonstrating it to him.

"Manufacturers and travelers are always quite willing to assist retailers to improve their methods in every way, not only in order to do the merchant a good turn but also with an eye to increasing his (the dealer's) sales and, in turn, his purchases. If a dealer piles his brushes in a drawer like so much junk, he does not sell very many and the traveler and the manufacturer suffer accordingly in that the orders they secure are so much smaller.

"It is the duty of the traveler to assist the dealer in every way in his power. Travelers are usually well posted and, as they see everything that is going on in the trade, they are able to give their customers the benefit of the latest ideas. They are always willing to help the merchant to fix up sample boards or window displays. I do not intend to give a homily on the advantages of traveler and merchant working together in such matters. Enough has been said on that subject. I do wish to say, however, that the dealer who takes advantage of what assistance the traveler can give him, certainly benefits thereby. This applies to all lines of hardware and not alone to brushes.

"But to get down to brass tacks, or rather to brushes, there are many ways in which dealers can bring their sales up to a higher standard. Some have silent salesmen, which they use for the display of brushes. This is a most effective method and it has the double advantage of keeping the stock in the very best of trim.

"It pays to call the attention of customers to the brushes in stock. I have been in hardware stores when customers have come in for a can of paint or stain and have been allowed to depart without question being put as to whether they need a brush or not. Now the chances are each one of those customers could have been induced to invest in a new brush. Some would not have a brush of any kind, while the rest would have brushes which had seen better days. They might go ahead and do the work with the old one but in such a case, they would get poor results. Many of them would make a second trip to get a brush and it is not at all certain that they would return to the same store.

"Only last week a party came into a store in Ottawa and asked for a certain size of brush. The store had the right kind but not as large a size as was desired. The clerk promptly said, 'If you can wait a day or two, we will get it for you.' The customer acquiesced, and the clerk went immediately and put in the order, getting it by express within the time specified. To my mind, this was real business. It meant keeping that man's trade and helping to build up the reputation of the store for prompt and efficient service. Promptitude is a great trade getter.

"There is a lot to find out about brushes. Some are most suitable for certain classes of work. This kind of information should be at the finger tips of the salesman. He can not only sell more by knowing his goods thoroughly but he can give his customers better satisfaction. Here again the traveler can be of assistance by giving information of this kind to the men he calls upon.

HOLIDAY PAINT PROFITS.

The children are beginning to count the days till Christmas. The wife is beginning to furbish up for company during the holidays. The whole family is eagerly waiting for William to come home for his Christmas vacation—or maybe it's Mary, who is attending the

seminary. Some of the "old folks" are going to the city to feast their eyes on the city's wonders, and to enjoy the company of their children, and their children's children. Or maybe it's the other way around—the city folks are going "back home, to spend Christmas with Pa and Ma, and all our old friends."

You're beginning to wonder what this has to do with you, and your paint business.

Just this, friend; there's hardly a time in the year when you are offered such an excellent opportunity for pushing the sale of the very profitable specialties, such as floor wax, gold and aluminum paint, furniture polish, stove pipe enamel, varnish, brass polish, floor finishes, etc., etc. Many dealers will neglect the opportunity offered, excusing their neglect by saying "I'm too busy taking inventory," etc., etc. Don't—friend—don't do it; you can't afford to let your competitor pick the profit plums and put them in his basket—the cash register.

Sort Out Your Stock.

Get all your stock of now seasonable specialties together, order what you need; then arrange it all in some neat way on your counter, in a pyramid on a stand, or some other place where everybody coming into the store can't help seeing it. Put price tickets, with holiday border, on each specialty; with a short, snappy phrase underneath the figures.—By Charles-Allen Clark.



Found the West Prosperous.

Toronto, Ont.—E. Holt Gurney, sales-manager of the Gurney Foundry Co., returned from the West last Monday. In an interview with Hardware and Metal, Mr. Gurney spoke very favorably of the business conditions in the West. "More stoves and furnaces are being sent out to the Western towns than ever," he said. "People are becoming more prosperous and are demanding better stoves than they were a few years ago. Besides that, furnaces are being introduced quite extensively. People are giving up trying to heat a whole house during the cold weather with one big stove and many are now having furnaces installed."

Prospects are brighter in the West than ever before. Up to the present time the call from the West to the stove manufacturer has been very great. There is every reason to show that there are now greater opportunities than ever open and that in the future even more and better stoves and furnaces will be demanded.

Get More Winter Business

Good winter business is insured in your paint department by stocking up in our wonderful new line—the finish that goes on floors, walls, furniture, woodwork.

Floglaze

Made in 29 shades, transparent and opaque, and including dull and gloss whites and blacks, and gloss natural.

The policy of this company is to build the business of local dealers.

We have recently added our decorative aid department to help them.

Write this department for information.

We lay out color schemes, give pointers on finishing, sell stencils ready-cut for use, and help the dealer close interior-decoration jobs in his town. This means paint sales, and profit for the dealer and local painter.

Write for the Decorative Aid Booklet.

The best-flowing, easiest-handled article for beautiful interior stain and enamel effects that local painters ever bought of you.

Send for color cards, samples and prices.



The Paint That Stays Is The Paint That Pays

Price and promise may sell paint "Once," but unless the price represents full value, and the promise of satisfactory service is fulfilled, the sale is only of momentary value.

It pays to sell satisfaction—it pays best to sell the paint that serves best, for each sale will then widen the way for more sales, more customers and more profit.

Determine which paint serves best by comparative tests in the way in which paint is designed to be used. Choose paint by its ability to "make good" under the brush.

Are you willing to be shown?

**The Johnson Paint
& Varnish Co., Ltd.**
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

TURPENTINE SELLS LOW.

The feature of the paint and oil market this week is the remarkably low quotation on turpentine. At Toronto, it is reported that the price now asked is the lowest reached in the last ten years.

Business generally is very good in all lines.

MONTREAL.

Montreal, Dec. 5.—This is the time of year when business in the paint line is supposed to slacken up. While there is a certain demand for paint all the year round it has not yet become a popular fashion to give away paint for Christmas presents and as a general rule, December is a very slack month. This year, however, seems to be an exception and manufacturers report that the number of orders being received for immediate delivery are away above the average. No changes in prices have taken place in linseed oil, turpentine, white lead, etc., and the market for these remains in very much the same condition as last week. With present conditions prevailing, however, it is really very difficult to say whether a change is imminent, although it must be said that linseed oil seems attractive at the present figure.

For spring delivery, orders are said to be coming in in a manner which would indicate that next year's business will show as big an advance over 1912 as that year did over 1911.

Linseed Oil.—The present position of this market is a peculiar one. Oil is now selling at 57c and 60c, whereas one month ago the price was 70c and 73c. If prices are governed by the law of supply and demand, then to produce this result either the supplies must have greatly increased or else the demand must have fallen off enormously. As a matter of fact neither is the case. It is true that the crop of flax seed was very good but it would hardly be so great as to warrant such a quick drop in price as has taken place. The Argentine crop is what governs the oil market of the world and the price of oil in England from which conditions can usually be judged are based upon these supplies. At the present time, oil is selling cheaper in Canada to-day than it is in England, which would go to show that conditions governing the price of oil here at the present time are purely local and probably only temporary. The truth of the matter is that at pres-

ent prices somebody is shaving profits pretty closely.

White Lead.—There is not much change in the white lead market recently. Demand appears to be up to the average and supplies are also plentiful. At the time of writing, there does not appear to be any reason to look for any immediate change in either direction.

Turpentine.—The price of turpentine remains the same at 58c, and looks to be fairly steady. Stocks are fairly plentiful and demand good.

Glass.—Navigation has now closed to all intents and purposes as far as shipments of glass are concerned. The enormous amount of building being done all over Canada has resulted in a great depletion of stocks which are said to be on the light side at the present time. This may result in an advance in price for to import glass at the present time means increased cost of freight rates by way of the winter ports. Orders are still coming in in quantities and will probably continue to do so.

Paint.—In past years the paint manufacturers have grown accustomed to expect a let-up in the rush of business at this time of year to enable them to rest on their oars and to hold conventions, take stock, etc. This year, however, business is continuing to be good and shows no sign of falling off. The year's business in paint has been phenomenal and is finishing up in a style quite in keeping with the activity which has been apparent all the way through.

TORONTO.

Toronto, Dec. 5.—Quotations this week are in the majority of cases the same as last, with the exception of turpentine, which shows a decline in price. The demand for turpentine has been very heavy and a scarcity is reported in this city. Putty is in demand and the paint trade has fallen off to a certain extent, although the recent mild weather has helped to keep some lines on the move.

Turpentine.—Latest quotations show a drop in the price of turpentine with the ruling price at 58c., which is a drop of two cents under the quotations of last week. According to records this is the lowest price on turpentine for the past ten years. There is a shortage of turpentine in Toronto at the present time and one broker who has two carloads on the road has had the whole consignment sold for some days. Although there appears to be a shortage on account of slow delivery, there does not appear to be any indication of an advance at present. A meeting of the producers will be held at Jacksonville to-

ward the end of this year to try and determine the probable amount of gum that will be needed for next season's supply.

Linseed Oil.—Raw linseed oil is quoted this week from 56c. to 59c. gallon with boiled oil ranging from 59c. to 62c. according to quantity taken. All orders booked for forward delivery must be signed by the customer. Little can be said at the present time regarding any probable change in the price of oil. The mild weather of late has helped to keep up the demand to a certain extent on account of extra painting being done.

White Lead.—There has been no change in the price of white lead. While no advance is promised it is stated on good authority that there is no chance of a decline in price at present. The demand for lead is good for this time of the year and this is probably accounted for by the extra painting being done on account of good weather. Sales of white lead have been very heavy this year regardless of the high prices asked.

Putty.—Demand for putty continues, prices are firm and no immediate change is expected.

Paint and Varnishes.—The demand for paint has fallen off somewhat and some firms have part of the travelling staff in at the present time. Regarding change in price, it is hardly probable that a change will take place as the high price of lead will offset the lower price on oil and turpentine. Paint manufacturers report having had a very satisfactory season's business.

Glass.—The demand for glass still keeps up. Dealers have had a trying time in attempting to fill orders on account of the scarcity. Stocks are low and there has been difficulty in filling city orders. Prices remain unchanged but there is an uncertainty as to whether there will be a further advance.

Plate and ornamental glass is in demand with prices unchanged.

WINNIPEG.

Winnipeg, Dec. 2.—A reduction of 5 cents per gallon on turpentine is the only price change to note in the paints and oils department and this commodity now at 65 cents is lower than for some time. Linseed oil is weak and the continued fall in the price of flax points to continued weakness.

Trade in November was brisk in varnishes, kalsomines and interior decorative materials, and there is yet some outside work being done but this is practically over for the season. There is yet a very fair demand for window glass and glaziers' supplies.

Shrink Not From Formula Figures!

TO most of us figures are dry, drab things. They are uninteresting to read. And, because they usually mean so much in proportion to their brevity, they suggest mental exertion. But they are vital because they are specific. They pin down the facts.

* * *

Consider this paint formula: 70 p.c. pure White Lead—30 p.c. pure White Zinc. It is brief. But its significance is vast. Such large proportion of White Lead in paint base would be impossible did we not corrode and grind our own Lead. We are the *only* paint makers in Canada who make their own White Lead. Mark you, too, that this White Lead in B-H "ENGLISH" Paint is Brandram's B.B. Genuine. The secret of its manufacture is more than a hundred years old. It is the world's standard.

* * *

Paint's two chief qualities—Appearance, Endurance—depend greatly on the White Lead. You see for yourself that B-H "ENGLISH" Paints rise above ordinary levels of efficiency for two plain reasons. They are made with *better* White Lead. They are made with *more* White Lead. Honestly, isn't that fair proof of better value for your customers?

*Better value—better business
Doesn't that mean something
to you? Write to-day.*

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg



Quality—Quantity—Co-Operation

A Trinity of Graces that make for Success. And embodied in the Line of

INTERNATIONAL

VARNISHES and VARNISH SPECIALTIES

Known and recognized the world over as the Standard of Quality.

Full Imperial Measure—not wine or short measure—goes in every can. And with our vigorous, up-to-date selling co-operation we help the dealer sell our goods.

Here are a few leaders you should feature.



Floor Finish. The one perfect Floor Varnish

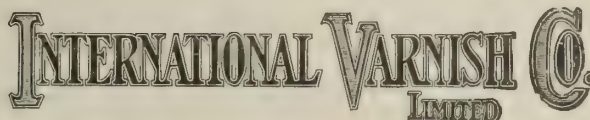


The Household Lacquer



Finishes

Write for Particulars.



TORONTO

WINNIPEG



White Enamel. The Immaculate Finish



Acid and Oil Stains

Canadian Factory of Standard Varnish Works: New York, Chicago, London, Berlin, Brussels, Melbourne. Largest in the world and first to establish definite standards of quality.

Q. 3

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE,

TORONTO; ONT., CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	0 85
Lightning dryer	0 85
Elastiline varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Depend on Lt. H. Oil Finish	1 55
Everlastic floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Window Glass.			
Size United	Double	Star	Diamond
Inches.			
Under 26	\$4.25	\$6.25	
26 to 40	4 55	6 75	
41 to 50	5 10	7 50	
51 to 60	5 35	8 50	
61 to 70	5 75	9 75	
71 to 80	6 25	11 00	
81 to 85	7 00	12 50	
86 to 90		15 00	
91 to 95		17 50	
96 to 100		20 50	

Montreal prices, no discount.			
Size United	Double	Star	Diamond
Inches.			
Under 26	3 40	5 00	
26 to 40	3 60	5 45	
41 to 50	4 00	6 25	
51 to 60	4 25	6 75	
61 to 70	4 50	7 25	
71 to 80		7 75	
81 to 85		8 50	
86 to 90		10 00	
91 to 95		11 00	

White Lead Ground in Oil			
	Montreal	Toronto	Per 100 lbs.
"Anchor," pure	8 25	8 40	
Brandram's B.B. Genuine	9 25	9 40	
C.P.C. decorators, pure	8 25	8 25	
Crown and Anchor, pure	8 25	9 40	
Elephant, Genuine	8 55	8 55	
Essex, Genuine (Windsor)		8 00	
Island City Decorators' pure	8 25	8 40	
Lily Pure	8 25	8 40	
Moore's Pure White Lead		8 40	
Monarch (Windsor)		8 50	
Munro's Select Flake White	8 50	8 65	
Purity C.O. Co.'s, Ltd.		8 10	
Ramsay's Pure Lead	8 25	8 40	
Ramsay's Exterior	8 05	8 15	
Sterling Pure		8 40	
Tiger Pure	8 25	8 40	

Western Schedule.			
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb. f.o.b. per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.			
White Zinc (Dry)			
Extra Red Seal, V.M.	0 07 1/2		
White Zinc in Oil.			
Pure, in 25-lb. irons	0 10		
No. 1	0 07		
No. 2	0 05 1/2		
Whiting.			
Plain, in bbls.	0 70		
Gilders bolted in barrels	1 00		

HARDWARE.			
Adzes			
Carpenters', per doz.	12 50	14 00	
Plain ship	18 00	22 00	
Axes and Hatchets.			
Single bit, per doz.	6 50	9 00	
Double bit	10 50	12 00	
Bench Axes	6 75	10 00	
Broad Axes	22 25	25 00	
Hunters' Axes	5 00	6 00	
"Boys" Axes	5 75	6 50	
Lathing hatchets	4 70	10 00	
Shingle hatchets	1 45	6 75	
Claw hatchets	1 70	4 00	
Barrell hatchets	5 50	6 85	

Ammunition			
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot, Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.			
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 50 days net.			
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.			
Ford's auger bits	30	and 10	

Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.			
Door bells, push and turn, 45 and 10 p.c.			
Cow bells, 65 p.c.			
Sleigh bells, shaft and hames, pair, 22c up.			
Sleigh bells, body straps, each, \$1.15 up.			
Farm bells, No. 1 \$1.65.			
Belting.			
Extra, 60, 10 and 10 per cent.			
Standard, 60, 10, 10 and 10 per cent.			
No. 1, not wider than 5 in., 60, 10, 10 and 10.			
Agricultural, not wider than 4 in., 75 per cent.			
Lace leather, per side, 80c; cut laces, 85c.			
Brass and Japanned, 40 p.c.			
Bolts and Nuts.			
Carriage Bolts, common, new, \$1 list.			
Carriage Bolts, 7-16 and up.55			
Carriage Bolts, Norway Iron (\$3 list)	55 & 15		
Machine Bolts, 3/4 and less.65 & 5			
Machine Bolts, 7-16 and up.57 1/2			
Plough Bolts	55 & 5		
Blank Bolts	60		
Bolt ends	57 1/2		
Sleigh Shoe Bolts, 3/4 and less	55 & 10		
Sleigh Shoe Bolts, 7-16 and larger	50 & 5		
Coach screw	70 & 10		
Nuts, square, all sizes.4c per lb. off			
Nuts, Hexagon, all sizes.44c per lb. off			
Stove rods, per lb., 5/4 to 6c.			
Stove Bolts, 80.			

Building Paper, etc.			
Tarred Slaters' Paper, per roll.	0 95		
O.K. Paper, No. 1, per roll.	0 95		
O.K. Paper, No. 2, per roll.	0 70		
Plain Fibre, No. 1, p. 400 ft. roll	0 50		
Plain Fibre, No. 2, p. 400 ft. roll	0 35		
Tarred Fibre, No. 1, 400 ft. roll	0 62		
Tarred Fibre, No. 2, 400 ft. roll	0 43		
Tarred Fibre Cyclone, 25 lbs., roll	0 62		
Dry Cyclone, 15 lbs.	0 50		
Plain Surprise, per roll	0 42		
Resin sized Fibre, per roll.	0 42		
Asbestos Building Paper, p. cwt.	4 00		
Heavy Straw, plain and tarred, per ton	36 00		
Carpet felt, per cwt.	2 60		
Tarred wool roofing felt, cwt.	2 00		
Pitch, Boston or Sydney, 100 lbs.	0 85		
Pitch, Scotch, per 100 lbs.	0 85		
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60		
2 Ply Ready Roofing, per sq.	0 75		
3 Ply Ready Roofing, per sq.	0 95		
2 Ply Ready Roofing, per roll.	1 15		
3 Ply complete, per roll.	1 35		
Liquid Roofing Cement, bbls., per gallon	0 17		
Liquid tins cement	0 19		
Crude coal tar, per bbl.	4 50		
Refined coal tar, per bbl.	5 00		
Shingle Varnish, per bbl.	5 00		
Caps, per lb.	0 06		
Rails, per lb.	0 05		
Mop Cotton, per lb.	0 17		

Butts.			
Plated, bower barff & Nickel, No. 241, 45 per cent.			
Wrought brass, 45 p.c. off revised list.			
Cast iron loose pin, 60 p.c.			
Wrought steel fast joint and loose pin, 70 p.c.			
Crescent brands, 70 p.c.			
Cement and Firebrick.			
Canadian Portland, bags, per bbl.	1 55	1 70	
White Bros. English	2 00	2 05	
"Lafarge" cement, in wood.	3 40		
Fire brick, Scotch, per 1,000 23 00			
"English	17 00	21 00	
"American, low.	23 00	25 00	
"high.	27 50	35 00	
Fire clay (Scotch), net ton	5 50		
Chalk and Pencils.			
Carpenters Colored, per gross	0 65	0 80	
lead pencils, p. gr.	2 40	6 75	

Chisels.			
Cold chisels, 5 x 6 in., doz.	2 20		
Bevel edge, 1 inch, doz.	2 50		
Chain.			
Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.			
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.			
Churns.			
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.			
Malleable swivel head, 4 in.	2 50		
adjustable, 4 in.	7 80		
Carpenters', 3 feet	3 50		
Conductor Pipe.			
2 inch, in 10 foot lengths	3 45		
3 "	4 20		
4 "	5 53		
5 "	7 60		
6 "	9 26		

Cotter Pins.			
Cotter pins, 90 p.c. Montreal.			
Copper and Nickle Ware.			
Copper boilers, kettles, 40 per cent.			
Copper tea and coffee pots, 40 per cent.			
Copper bits, 27 1/2 per cent.			
Foundry goods, hollow ware, 45 p.c.			
Door Knobs.			
Canadian knobs, 45 and 10 per cent.			
Porcelain, mineral and jet knobs, net list.			
Door Sets.			
Canadian, 45 and 10 per cent.			
Door pulls, 60 per cent.			
Door Hangers (Parlor)	1 80		
Single sets, each (Easy brand)	3 25		
Double sets, each	5 00		
Unbreakable rail, 100 feet	5 00		
Door Springs.			
Chicago (coil), 25 per cent.			
Reliance (coil), 20 per cent.			
Draw Knives.			
Carpenters 6 inch, doz.	5 25		
Flanging handles, 8 inch, doz.	1 80		
Drills.			
Bit stock drills, 2-32 in., doz.	0 67		
Estcheon Pins.			
Steel, discount 50 per cent.			
Brass, 50 per cent.			
Eavetroughs.			
8 inch, in 100 foot length	3 02		
10 "	3 31		
12 "	3 88		
15 "	5 53		

Add extra 10c per 100 ft. O.G. Round			
Bead Trough.			
Factory Milk Cans.			
Milk cans and pails, 35 p.c.			
Creamery cans, 35 per cent.			
Cheese factory cans, 35 per cent.			
Hand delivery and creamery cans, 35 p.c.			
Railways cans, 40 per cent.			
Cream cans, 35 per cent., with dome top 15c extra.			
Creamery trimmings, 75 and 12 1/2 p.c.			
Faucets.			
Common, cork-lined, 35 per cent.			
Farmer Knives.			
Buckworth, 50 p.c.			
Files and Rasps.			
Files and Rasps.	Per cent.		
Disston's	75		
Great Western American	75		
Kearney & Foot, Arcade	75		
J. Barton Smith, Eagle	75		
McClellan, Globe	75		
Black Diamond	66 1/2		
Delta Files	66 1/2		
Nicholson	66 1/2		
Jowett's (English)	27 1/2		
Spear & Jackson (English list)	35		
Forges.			
Blacksmiths portable, 135 lbs.	9 85		
Galvanized Ware.			
Dufferin pattern pails, 45 per cent.			
Flaring pattern, 45 per cent.			
Galvanized wash tubs, 45 per cent.			
Grindstones.			
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10		
Smaller sizes extra.			

Blacksmiths portable, 135 lbs.	9 80
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washtubs 45 per cent.	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb. doz.	6 25
" straight claw 1 lb. doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, 1/2 lb. doz.	4 50
Machinists, 3/4 lb. doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	



F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.

We also manufacture a full line of wrapping papers.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction—look for it on the shears you stock.

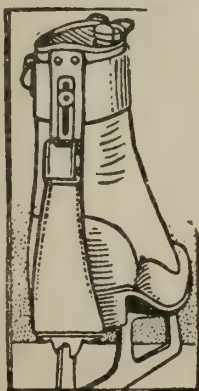
We also manufacture Tailors' Shears, Scissors, Trimmers, etc.



Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



All Skaters Need The

"Perfection" ANKLE SUPPORT

You Can Make Good, Substantial Profit By Selling Them

This ankle support is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

The "Perfection" has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime.

Let us send a few on trial—show them to your customers and you will send us an order for more.

Write for full particulars.

The Owen Sound Steel Press Works
OWEN SOUND, ONTARIO

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Mats.	
Wire door mats, standard, 16x24, doz.	9 00

Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50

Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	

Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% per lb.	

Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25

Nails.	
1-1½ inch	3 30
1½ inch	3 00
1½-1¾ inch	2 75
2-2½ inch	2 65
2½-2¾ inch	2 50
3-3½ inch	2 40
3½-4 inch	2 35
4 inch	2 30
5, 5½, 6 inch (base)	2 40

Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85

Oakum.	
Plumbers'—per 100 lbs.	4 50

Kemp's Tornado and McClary's	
Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	

Hutton's "Cross Arrow" flatware, 42½ per cent.	
"Singalee" and "Alask," Nevada silver flatware, 42 per cent.	

Pieced Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 40 per cent.	
Boiler and tea kettle pitted, 35 p.c.	

Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37½ to 40 per cent.	

Plough Lines.	
Russia snap	per gross 30 00
Indian snap	25 00

Pumps.	
Berg's wing pump, 75 per cent.	

Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	15 00
Henckel's	75 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	

Rope and Twine.	
Sisal rope	0 10%
Pure Manila Rope	0 15%
"British" Manila	0 11%
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
July, 7-16 and upwards, 10½c.	

Lath yam, single	0 10
Lath yam, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35

Refrigerators.	
Sanderson-Hard, 40 per cent.	
Galvanized, 45 per cent.	

Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	

Rivet Sets.	
Canadian, 35 to 37½ per cent.	

Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	8 40
" plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	1 50

Sand and Emery Paper, 40 per cent.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ¼ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.	
No. 8, per lb.	0 33

Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	

Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10

Bayer window screens, 11x18, open 2½ inches	
Perfection window screens, 11x15, open 2½ inches	1 00
Model window screens, 11x22, open 3½ inches	1 80

Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	

Scythe Snaths.	
Canadian, 40 per cent.	

Screws.	
Wood F.H., bright and steel..85 10 7½	
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½

Drive screws	
Set, case hardened	85 10 12½
Square cap	50 and 55
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	

Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80

Scissors and Shears.	
Clausen, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	

Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Fucks, net, \$1.50.	

Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	

Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off; Grade 4, 50 per cent. off.	

Squares.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85

Snaps.	
Harness, 25 per cent.	

Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	

Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	

Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths....	7 62
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	

Stovepipe Elbows.	
5 and 6-inch common, per doz....	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 per cent.	

Stocks and Dies.	
No. 2 Beaver Die Stock.	18 75
Washite	per lb. 0 25
Hindostan	0 10
" slip	0 18
" Ax	0 10
Deer Creek	0 16
Deerlick	0 25
" Ax	0 15
Lily white	0 42
Arkansas	0 60
Water-of-Air	0 10

Scythe	
per gross	3 50
Tacks, Brads, Etc.	
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upstagers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 85 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	

Universal, ass skin, No. 714, 66 ft., doz.	
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft.	

Trowsels.	
Disston's, 10 per	

Thermometers.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Tinners' Snips.	
Discount, 35 per cent.	
Tinners' Trimmings.	
Plain and retinned, 75 and 12½.	
Traps (Steel Game).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	

Traps (Rat and Mouse) Doz.	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95

Hold-Fast (formerly Devil) Mouse Traps	
Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

Vises.	
Per pound	0 12
Hinged pipe vise, 25 lbs..	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	

Washing Machines.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Powell	52 50
New Century, 50	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

Wringers.	
Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 in.	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

Wheelbarrows.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffetrees.	
Tubular steel whiffetrees, 28 in..	0 70
" " 34 in..	1 00
" " 36 in..	1 25
" " neckyokes, 36 in..	1 25
" " doubletrees, 40 in..	1 25
" " lumbermans, 44 in..	0 95

Wood Handles.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa,h	
Carriage neckyokes and whiffetrees, ash, 35 hickory 40 per cent.	
Team neckyokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67½ per cent.	
Wrought Iron Washers.	
Canadian, 50 per cent.	

WINNIPEG HARDWARE QUOTATIONS.	
--------------------------------------	--

Ax Handles—Oval and octagon, a.g. hickory, \$3.50. No. 1, \$2.40; 2, \$1.95; D.E. oct.	
Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.	
Barb Wire—Lyman 4 pt., \$1.86 f.o.b. Fort William; \$2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt.,	

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg;

Fall Orders

FOR

PAINT

are coming in fast.

It would pay you to
send in your orders
now for

JAMIESON'S



Pure Prepared Paints

BRANDS

Crown & Anchor
Island City
Rainbow

There is no use in
paying winter freight
rates unless you have
to.

DON'T PUT OFF

R. C. Jamieson & Co.,
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co.,
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

The Way to Better Profits!

People who take a pride in making their home
attractive will give you re-orders if you recommend
and sell them



"SILKSTONE"

(COPYRIGHT)

Flat Wall Colours

Wherever it has been used in the West it has given
much pleasure to the user by adding Tone To The
Home.



Silkstone gives a soft, mat-like surface and dries
without gloss, yet with plenty of life. Can be
easily washed with soap and water. It dries as
hard as stone and as smooth as silk. Stock an order
of Silkstone now—boost it. Our guarantee backs
every can.

Write for our agency proposition to-day. Color
cards on request.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE—A NICE HARDWARE BUSINESS in Northern Alberta, along the main line of the G.T.P. Ry. The stock between \$4,000.00 and \$5,000.00. The owner is retiring from business on account of ill-health. The size of building 20 x 40, with good living rooms and a warehouse at back; store can be rented on easy terms. Box 267, Hardware and Metal, Toronto. (51)

HARDWARE AND TINSHOP—IN THRIVING Temiskaming town. Stock about \$12,000 to \$15,000.00. Yearly net profit \$6,000.00. Good reason for selling. Apply Box 715, Hardware & Metal, Toronto. (49)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18—21t

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (t)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDWARE Manager. Must be able to manage branch store. Must know bookkeeping. To start work the first of the year. Write giving experience, reference and salary wanted to The Midale Hardware Company, Midale, Saskatchewan. (50)

WANTED—TISDALL'S, LIMITED, VANCOUVER, B.C., require a first-class retail salesman; one who has had good experience in sporting goods, arms and ammunition and cutlery. Apply in writing, stating age, experience and salary expected. Give references. (50)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED RETAIL HARDWARE MAN. Must be good salesman and stockkeeper. Give reference, experience, salary expected, married or single. McPherson Bros., Medicine Hat, Alta. (49)

WANTED—AT ONCE—ONE FIRST-CLASS tinsmith, who is capable of helping out on plumbing. Must be capable of taking charge of a shop. Married man preferred. Must be strictly sober. State salary wanted, also experience. For Okanagan Valley. Steady position for the right man. Apply The McClary Manufacturing Company of Vancouver, or London, Ont. (50)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto. (tf)

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corblen. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

THE ART OF BUSINESS GETTING — AN essay on the elements of successful selling, by experts. Paper, 50 cents. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

The L. MARTIN CO.

Established 1849

Pioneers, Leaders and Headquarters

For

LAMPBLACKS

The Superior Quality of our Germantown Lampblack has developed the Largest Lamp-black Business in the World.

In order to protect the dealer and his customers from inferior imitations, we have placed a red seal on every package.

Why buy the "Near" Brand when the Best is procurable.

Write to-day.

NEW YORK PHILADELPHIA
LONDON, ENG. CINCINNATI

F. E. MYERS & BRO. ASHLAND, OHIO

**PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS**
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, O. t.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO



The Bulldog MOP WRINGER AND BUCKET COMBINED

Trade Mark

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our **DOUBLE LEVERS.** Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by

Sold by Jobbers

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO. 1 (SOLID)



NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon &
Mfg. Co., Limited
WOODSTOCK, - ONTARIO

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER

ONTARIO

When writing advertisers, kindly mention having seen the ad. in this paper.

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Co.
WINDSOR, ONT. LIMITED



Mac's Special Red Hone Curling Stones

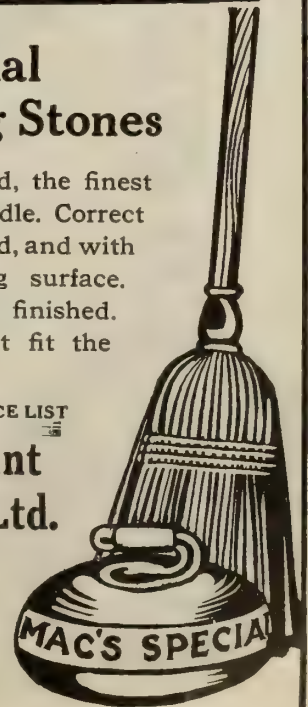
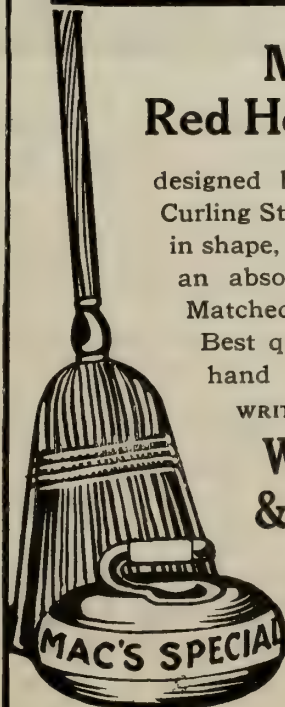
designed by Jas. MacDiarmid, the finest Curling Stones you could handle. Correct in shape, beautifully balanced, and with an absolutely true-running surface. Matched pairs and well finished. Best quality handles, that fit the hand perfectly.

WRITE FOR DEALERS' PRICE LIST

Winnipeg Paint
& Glass Co., Ltd.

"Everything for a Building."

Winnipeg,
Man.





Tie Up To Ramsay's Profit Making Paints

because this means a satisfied customer with every sale and a steadily increasing paint trade because of this satisfaction. We know this from an experience of over seventy years, but we want you to be an agent and prove it to your own satisfaction and profit.

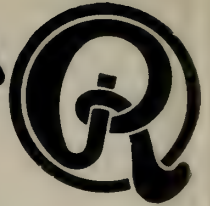
There isn't an article a painter needs that we cannot supply. It pays to be identified with such a complete line

Write us about an agency

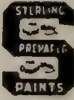
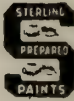
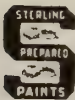
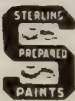
A. Ramsay & Son Co., Montreal

Paint Makers Since '42

117



STERLING PREPARED PAINTS



**Have All The Qualities Essential to Make
Them Easily and Quickly Sold**

After you have introduced these paints in your vicinity, the demand will gradually increase—this means more profit for you.

Give your customers the utmost value for their money by selling them **Sterling Prepared Paints**. Our guarantee protects you and your trade.

Write today for color cards and prices.
Get our proposition.

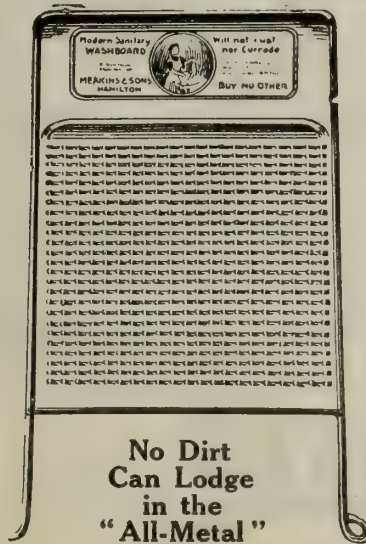
Canadian Oil Companies, Limited

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



Meakins' Sanitary Washboards



The Meakins' Sanitary All - Metal Washboards have the qualities which recommend them to particular buyers. They are entirely constructed of metal, and have no wood to warp and no nails to come loose or rough edges of zinc to cut the hands and tear the clothes. They cannot retain dirt, because each board is made in one piece. They sell on sight. Write for particulars and prices.

Meakins & Sons

Hamilton, Ontario

It's the most extensively advertised varnish label -



But that's not the only reason why you should handle it.

It's a mighty good reason. We believe in a well advertised reputation. We believe in making our label so well known that it will be instantly recognized by every one who sees it on your shelves.

But advertised reputation alone doesn't make a permanent varnish success.

Back of it must be the solid honesty of good quality, uniformity and reliability.

So these are additional reasons why you should handle the Berry Brothers' label.

But there's still another—

A new one you may not have heard of before.

It's our new selling plan, by which you can make more profit than you have ever made before in your varnish business.

Write us to-day for particulars.

BERRY BROTHERS LIMITED

The World's Largest Varnish Makers
WALKERVILLE, ONT.

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

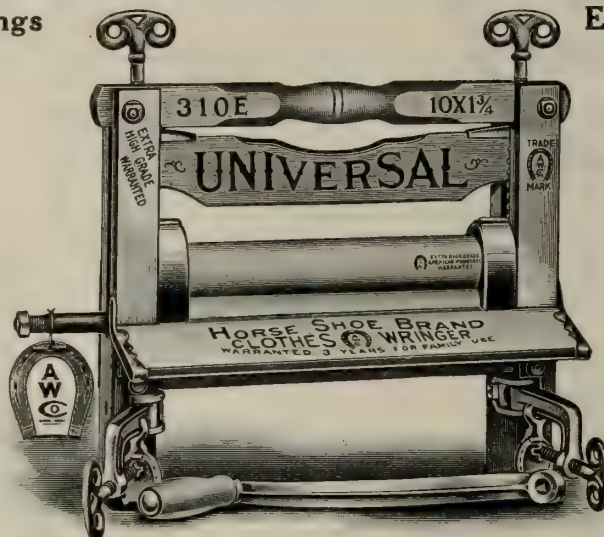
Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Packed 3 and 6 in
a case.

Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY
NEW YORK, - U.S.A.

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5 1/4 to 6 1/4 lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

**715 Park Avenue,
Worcester, Mass.**

**SELLING
POINTS
TO HELP
THE
DEALER
WIN
TRADE**

THE SANITARY VALUE OF PAINT

Paint plays an important part in the health of the Nation. Paint seals the pores of the wood-work, closing up millions of breeding places for germs. Paint promotes health because paint influences cleanly habits.

MARTIN-SENOUR PAINT 100% PURE

aids the housewife in her efforts to keep the house sweet and clean. Do your part Mr. Dealer—seek to sell the paint that lightens the labors of the housewife—talk paint as a sanitary safeguard and you will deserve patronage. Better write and secure the agency for **MARTIN-SENOUR PAINT and VARNISH.**

The Martin-Senour Co. Limited

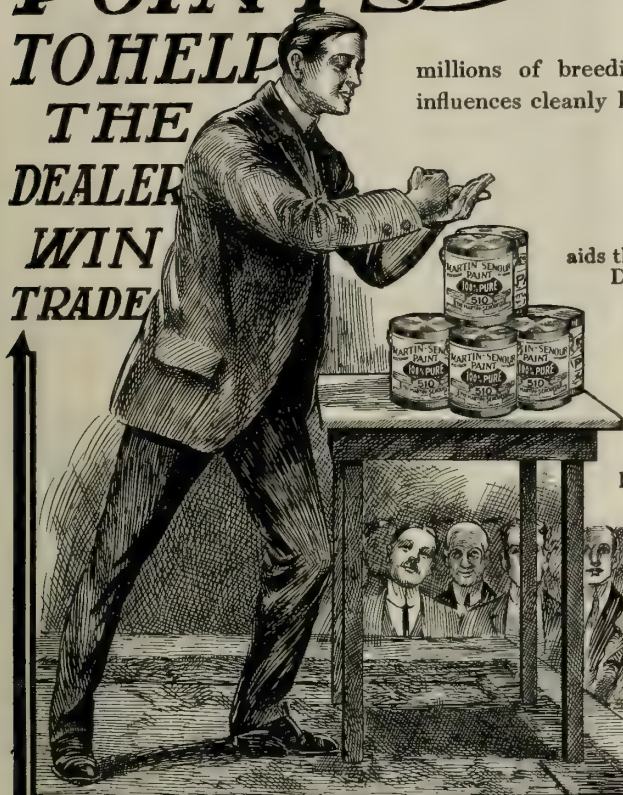
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



A FORTUNE AWAITS THE MAN

who can invent an everlasting varnish. There is no varnish made which will not wear out eventually, but the nearest approach to an everlasting varnish is

DOUGALL VARNISH

It has been tried and tested under the most adverse conditions, and has proved itself to be above all others.

Dougall Varnish is quick drying, but it is at the same time very tough and elastic and will not crack or peel.

It is the **ONE** best varnish and one which you need not hesitate to recommend to your customers. We will back your guarantee in every case.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President

Associated with MURPHY VARNISH CO., U.S.A.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

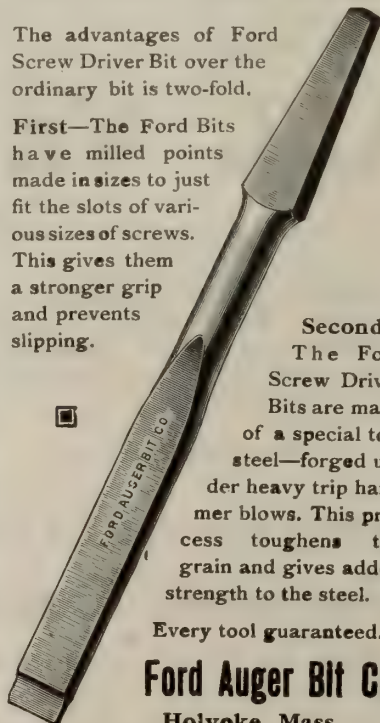
43 EXCHANGE PLACE
NEW YORK CITY

The Milled Points of FORD SCREW DRIVER BITS

Give Them Added Strength

The advantages of Ford Screw Driver Bit over the ordinary bit is two-fold.

First—The Ford Bits have milled points made in sizes to just fit the slots of various sizes of screws. This gives them a stronger grip and prevents slipping.



Second—The Ford Screw Driver Bits are made of a special tool steel—forged under heavy trip hammer blows. This process toughens the grain and gives added strength to the steel.

Every tool guaranteed.

Ford Auger Bit Co.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The Leipzig Fair for the showing of Collection of Samples

of Porcelain and all Ceramic Goods, Glass, Metal, Leather, Wooden Goods, Baskets, Paper, Japanese and Chinese Goods, Dolls, Toys, Musical Instruments, Jewellery, Soap, Perfumery, Sporting and Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

Monday, March 3rd, 1913

Most of the Exhibits will be on view for one week only. Accommodation for visitors during the Fair may be secured through the "Verkehrs-Verein", Handelshof.

By order of

THE COUNCIL OF THE CITY LEIPZIG

Leipzig, Oct. 30th, 1912.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope!

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Machinery for 3½ Yard Dipper Dredge," will be received at this office until 4 p.m., on Monday, December 30, 1912, for the construction of machinery for a 3½ Yard Dipper Dredge.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; A. E. Dubuc, Esq., District Engineer, Merchants' Bank Building, Montreal, Que., and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 2, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—31360.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Addition and Alteration to the Central Post Office, Quebec, P.Q.," will be received at this office until 4.00 P.M., on Monday, December 23, 1912, for the work mentioned.

Plans, specification and forms of contract can be seen and forms of tender obtained on application to Mr. A. R. Decary, Esq., District Engineer, Quebec, P.Q.; at the office of Mr. R. L. Deschamps, 103 St. Francois Xavier St., Montreal, and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 2, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—30508.

Recommend and Sell

"DELTA" FILES

To Your Trade



Their Cutting and
Lasting Qualities are
sure to increase your
FILE SALES

Why continue selling another make of files when you can, in the "Delta," sell the proven best.

Your trade appreciates a good file and will give you many re-orders as a result. "Delta" Files are made in several shapes and sizes so as to meet every requirement.

It will pay you to stock and boost the "Delta" NOW.

Our trade-mark is our guarantee.

"The only Line of
Files from 3 to 24
inches that are
made absolutely of
**CRUCIBLE
STEEL**"

Cut represents our Pillar Bastard.

Pillar Files are made in all sizes, and cuts, Bastard, 2nd cut and smooth from 3 in. to 14 in.

The thickness is about one-half the width in proportion. For filing out keyways and slots of all descriptions.



DELTA FILE WORKS PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

"Rival" Furnaces For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested.

Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers

DUNHAM WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.

ROBERT E. BROWN, Western Sales Agent

102 and 103 Donahue Block, Regina, Saskatchewan

Dealers in Eastern Canada should address

The Dunham Company, Berea, Ohio, U.S.A.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



The MAPLE CITY STEEL AXLE RUNNERS

TO PUT ON BUGGY
OR DEMOCRAT

VERY STRONG, NEAT, EASILY APPLIED

—TWO SIZES—

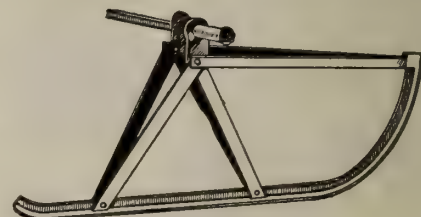
No. 2—Fits 7-8 to 1 1-4 axles, made to track. List per set, - - \$17.00

No. 3—Fits 1 1-4 to 1 1-2 axles, made to track. List per set, - - \$22.00

Less 50% List.

—MANUFACTURED BY—

The Chatham Malleable and Steel Mfg. Co., Chatham, Ontario, Canada



WHAT! They Need Painting Again? Let's Buy

Amatite

ROOFING

It Needs No Painting

A MATITE has a real mineral surface; it needs no paint to protect it. In rain and sun and snow and hail, Amatite takes care of itself. It needs no coddling; there is no maintenance cost. You lay it and leave it.

The mineral surface is durable, permanent, absolutely weather-proof, unaffected by climate, insoluble in water, not injured by smoke.

Amatite is easy to lay. No skilled labor is required. You simply unroll it on the roof, and nail it down with nails which we supply to you. Cement the laps with the adhesive cement which we also supply free, packed in the centre of the roll.

Amatite costs no more than the kind of roofings that require constant painting. You get twice as much weight of roofing for your money as you do with other roofings.

Sample free on request. Address nearest office.

Everjet Elastic Paint

Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for roofings and all exposed iron and wood.

Creonoid Lice Destroyer and Cow Spray

Sprayed on cattle it keeps the flies away, and the cows thus protected produce more milk. Sprayed in the hen house regularly Creonoid will kill disease germs, repel insects, suppress odors and prevent the spread of contagion.

THE PATERSON MANUFACTURING COMPANY, Limited

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

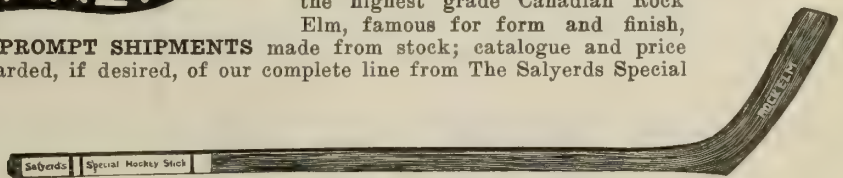
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with **TRADE MARK** like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

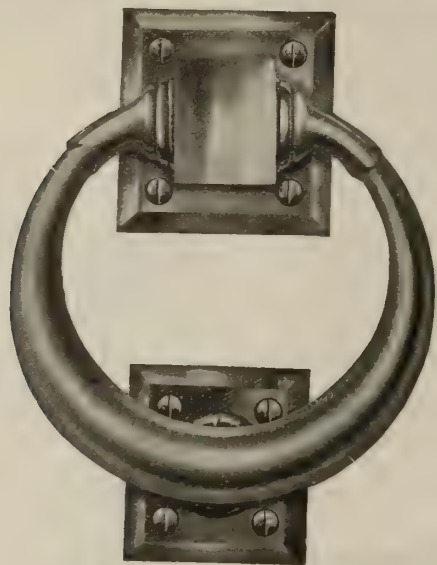
102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.

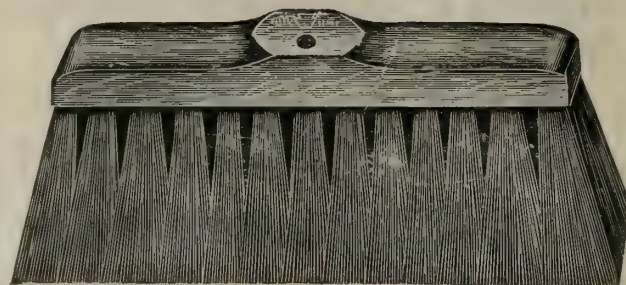


Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.



STABLE BROOMS

We are the original manufacturers of steel fastened stable Brooms.

Made in all sizes from 12 to 16 inches. Guaranteed to give satisfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

A. & J. Automatic ONE HAND EGG BEATER Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

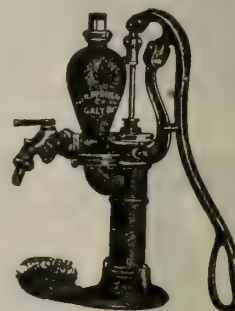


MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR. DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee** complete satisfaction.

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.



To the Trade—

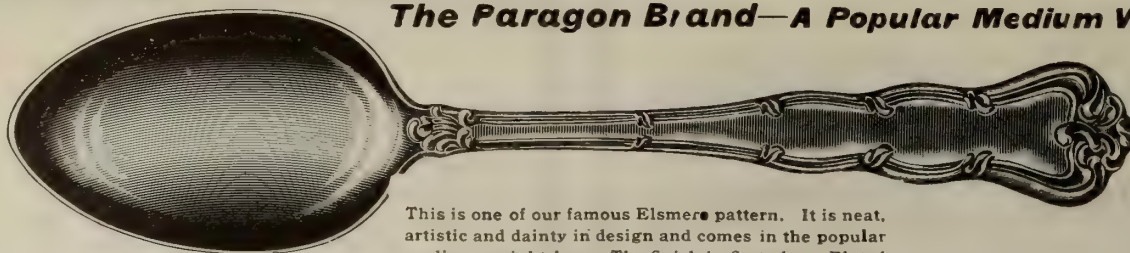
We beg to announce that our new and complete catalog of Lanterns, Lamps and Burners will be ready for Distribution about December 15th.

Have your name put on our mailing list and you will receive a copy of this "Up To Date" publication.

Address "Dept. E"

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. Limited.

The Paragon Brand—A Popular Medium Weight



This is one of our famous Elsmere pattern. It is neat, artistic and dainty in design and comes in the popular medium weight line. The finish is first-class. Plated with pure silver on a high-grade nickel-silver base, this is a leader with the trade.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

"Kenrick" Hardware

Made in England — Sold the World Over

We carry stocks of the following articles in our Winnipeg warehouse: Tinned Cast Iron Sauce-pans, Round Pots, Glue Pots, "Anglo" Enamelware, full line of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, Meat Choppers, Potato Mashers and Fruit Slicers of superior merit.

Our Hardware is backed by our long retained reputation. Your store will benefit through "Kenrick" sales.

Archibald Kenrick & Sons, (Canada) Limited
141 BANNATYNE AVE., - - - WINNIPEG, MAN.

Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

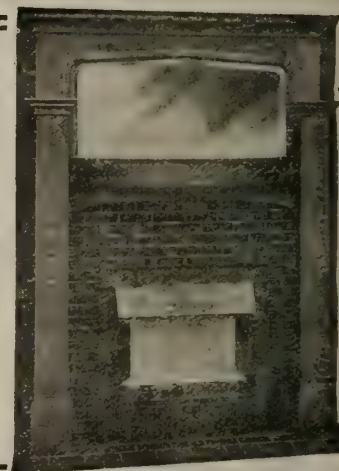
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls into Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

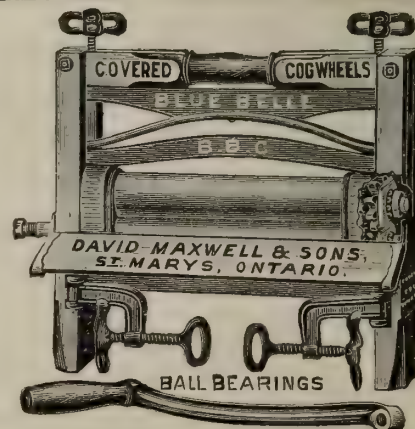
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S, - - -

ONTARIO

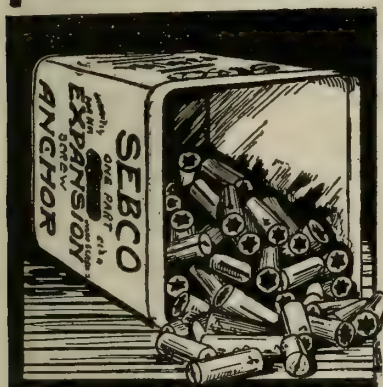


STAR EXPANSION BOLTS

**Somebody's Going To Get It
—It Might As Well Be You**

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



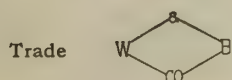
Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

"DIAMOND" HIGH SPEED DRILLS



Tools of Quality Bear These Marks



"W & B DIAMOND" High Speed Twist Drills are of the highest quality and accurate. Hardened by special process gives them greatest wearing quality and reduces breakage to a minimum.



Save frequent grinding and renewals, accomplish more work in less time and at times saves cost of another drilling machine.

Use "DIAMOND" Drills, then compare the cost of operation against other types. Results will show a saving.

Jobbers in all large cities will supply, or write us. Ask for Catalog 74C.

THE WHITMAN & BARNES MFG. CO.

Established 1854

Factory at St. Catharines, Ont.

Stocks Carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

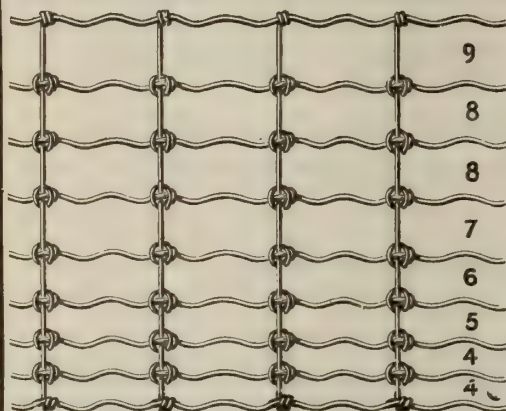
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

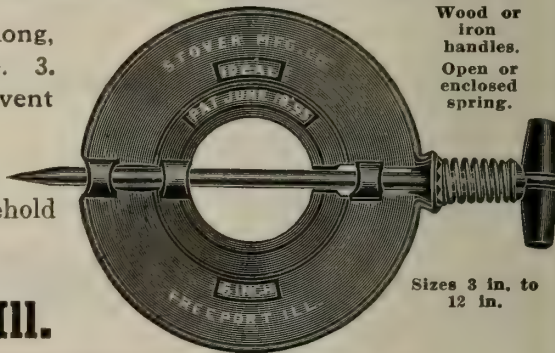
STOVER'S STOVE AND FURNACE TRIMMINGS

This is the damper you should sell, because 1. It has a long,
sharp point. 2. Two lugs on spindle to lock it in the blade. 3.
Retains any position in pipe. 4. Strengthened by rings to prevent
breaking and warping. 5. Is the easiest to put in place.

We specialize in making stove and furnace trimmings, fire-
place fixtures, waffle irons and a general line of shelf and household
hardware.

Will Send Catalog on Request.

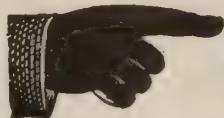
Stover Mfg. Co., 709 East St., **Freeport, Ill.**



Wood or
iron
handles.
Open or
enclosed
spring.

Sizes 3 in. to
12 in.

See
This
Weld



Combined distortion tensile strength test

This chain has had each link upset by pounding them into circular shape, then tested by hydraulic
pressure until the links pulled stiff, then further proven by twisting the links out of shape. $\frac{3}{8}$ in.
chain, thus mistreated, withstood a tensile strain of 11,000 pounds per square inch, which test could
not be duplicated in any other make of chain.

Sales Office:
Buffalo, N. Y.

McKinnon Chain Company

Factory:
St. Catharines, Ont.

NOTICE THE TEETH OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada:

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

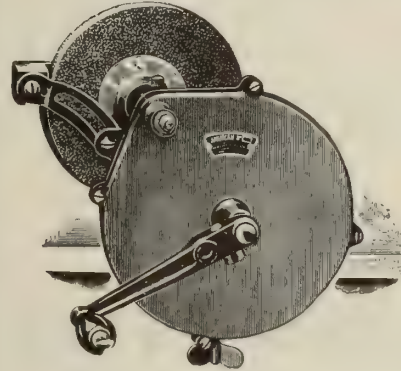
These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.
Port Hope, Ontario



For Quick Sellers Try AMERICAN GRINDERS

The American Grinder is of the enclosed gear type. Self-Oiling Bearings require no attention. Internal Friction loss exceptionally small. Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil. No complicated parts. Pleasing in appearance. Firmly constructed. Simple in design. Gears run in oil. Very compact. Noiseless. This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3-SIZES—3 4, 6, 7 IN. WHEELS

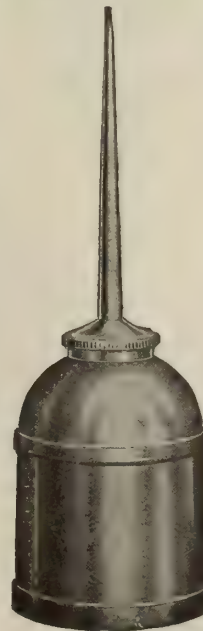
AMERICAN GRINDER MFG. CO.

Milwaukee, Wisconsin

MERCHANTS' HARDWARE SPECIALTIES CO.
LTD.,

Calgary, Alta., Agents for Western Canada

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

LITHARGE

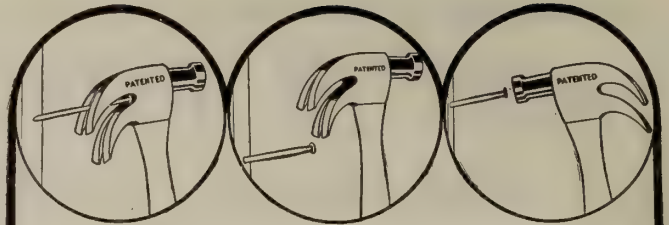
GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

Start

BROOKLYN, N.Y.

Out



Pulls the nail out straight without a block



THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke

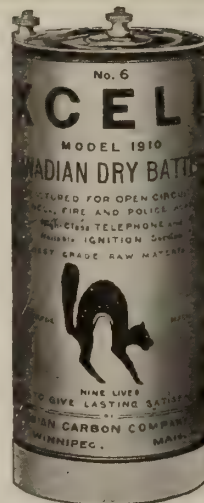


This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO



Build up Your Battery Business

The only way to do it, is to handle the best battery. Western consumers much prefer the

X CELL
Dry Battery
(Made in Winnipeg)

They know it for a cell of high initial amperage, long life, strong recuperative powers, in fact, all the virtues a good battery should have.

ELECTRIC FLASHLIGHTS

A nice, clean trade, carrying big profits, can be done in these goods. We handle only the best line, and can quote rock-bottom prices. Let us put in a trial order and show you what a demand exists for these novelties. Write us and we will put you in touch with the nearest jobber.

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave.,

E. W. HANNA, President and Managing Director

Winnipeg

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest



Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. **BETTER WRITE NOW.**

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 132 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.

The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Fisk Advertising Service FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND



LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes.

If your Jobber won't supply them write us

CANADIAN ROPE BUCKLE CO. Hamilton Ontario

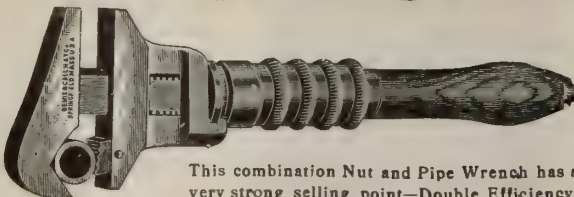
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MODERN WIRE MACHINERY

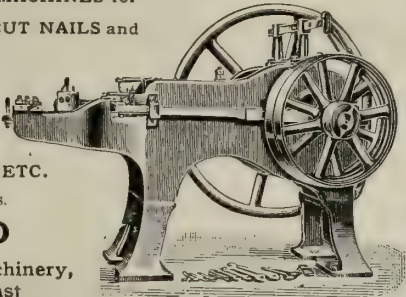
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for
making:
BOLTS, COTTER PINS, CUT NAILS and
TACKS, FURNITURE
SPRINGS.
HINGES, NAILS,
RIVETS, SCREWS,
STAPLES, WIRE NAILS,
QUADRANGULAR
MESH WIRE NETTING,
WIRE STRAIGHTENING,
and CUTTING MACHINES ETC.

SEND YOUR ENQUIRIES.

ED. BRAND

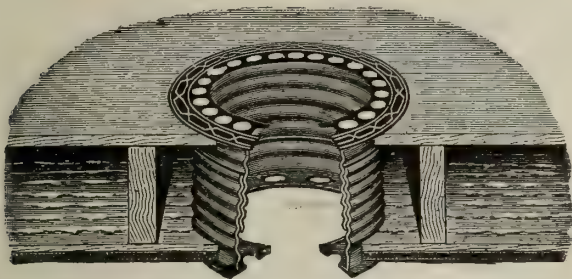
Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England
Cable Ad: 'Filières, Manchester'
Code used--A.B.C., 5th Edition



RIVET PRESS

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBERs**

3/4-lb. tins—
3 doz. in case

ALL YOUR CUSTOMERS WILL WANT THIS SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY
J. SAMUELS, - - - TORONTO, ONT.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

CAPITAL - - - - - \$1,400,000.00
ASSETS - - - - - 2,061,374.10
LOSSES PAID SINCE ORGANIZATION 35,000,000.00

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers
Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 114 HOLBORN, LONDON E.C. ENG.

WESTERN ASSURANCE COMPANY

Incorporated
1851

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - \$3,570,000.000

Losses Paid Since Organization
of the Company, over - 54,000,000.00

HON. GEO. A. COX, President

W. R. BROCK, Vice-President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

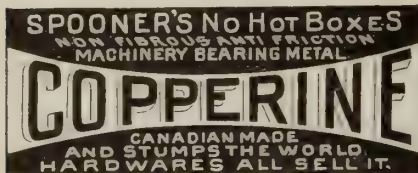
MANUFACTURERS' AGENT.

Western Distributors, Limited

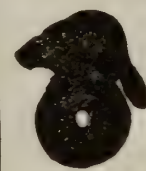
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON, - SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

TOOLS.

Send For Our New Catalog



Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

BOILERS.



HARDWARE MEN

Put in a stock of
FEED COOKERS

Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

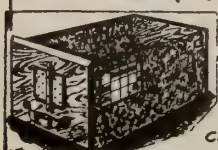
IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over Wooden Boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes, Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada

Write for General Catalog



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

¼ Toronto Street, Toronto 52 Canada Life Bldg., Montreal

The "Lucky Grip" Bent Trimmer Shear

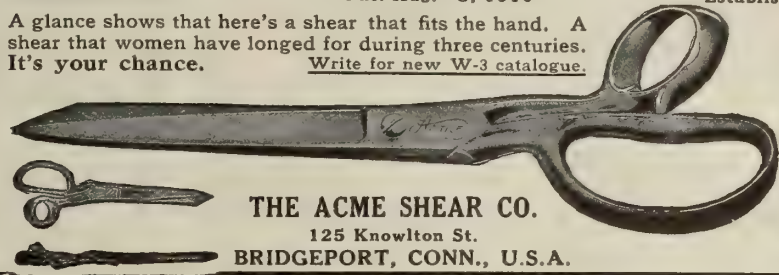
Established 1875

Pat. Aug. 5, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind. These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



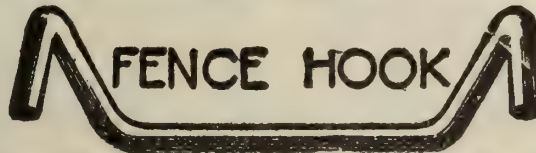
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



FENCE HOOK

WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

PEASE

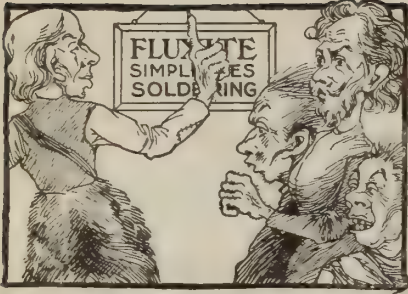
HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited
WINNIPEG

PEASE FOUNDRY COMPANY LIMITED
TORONTO

PEASE PACIFIC FOUNDRY, Limited
VANCOUVER



Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that
SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

Chorus of Plumbers
Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.
Canadian Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

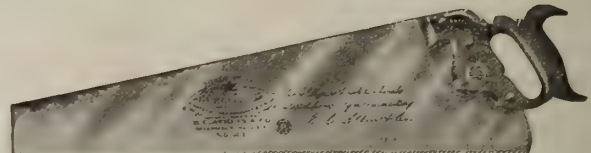
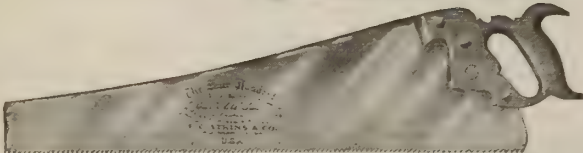
P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

HAND SAWS FOR CHRISTMAS

ATKINS ALWAYS AHEAD!



ATKINS STERLING SAWS

Make a special display of the "FINEST SAWS ON EARTH." Put them in your window—in your show cases — alongside your silverware, cutlery and cut glass. Offer them to the thousands of women who will be looking for a Christmas present. Suggest that they give him something that he REALLY WANTS.

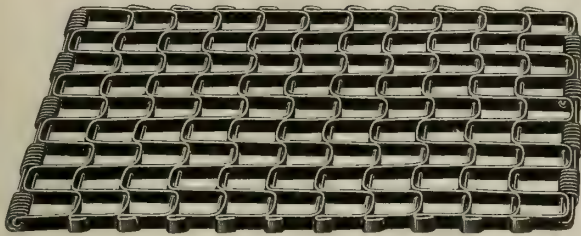
If you are not selling ATKINS' STERLING SAWS, write to the nearest address below. Ask for our special Christmas outfit of attractive display boxes, Christmas cards and signs. We'll be glad to fix you up in fine shape. Write to-day and get it off your mind.

E. C. ATKINS & CO., Makers of Sterling Saws

Canadian Factory—HAMILTON, ONT.

Branch—109 POWELL ST., VANCOUVER, B.C.

You'll Effect Many Mat Sales
If You Make A Prominent Display Of
"Keystone"
FLEXIBLE STEEL
DOOR MATS



Customers will buy them in preference to the ordinary door mat. They can tell at a glance that this mat will give them a much longer service. Constructed of galvanized ribbon steel. Continuous crimp. No short pieces.

ORDER NOW AND CATCH THE WINTER TRADE.

Kuhne-Anderton Mfg. Co.
SOLE MANUFACTURERS
PORT HOPE, ONTARIO, CANADA

NOVASCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

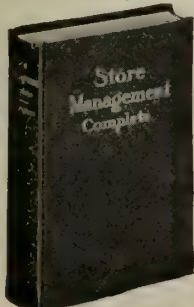
Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

The name "YALE" helps make the sale



IF you want to build up a satisfactory door check business, the way to start is to be sure that the door checks you stock bear a name that stands for something in the minds of your customers. That "the name YALE helps make the sale," is a fact known to every hardware dealer who sells Yale Products.

Here are three popular forms of the Yale Door Check. Your customer should know about them—and we are even more anxious that *you* should:

**The Yale
Door Check**

The most perfect door-checking device made, embodying the time-proven principles of the Blount Check, with improvements which make it a distinctly new model.

**Yale Checking
Floor Hinge**

A combined door check and hinge, located in the floor. Does away with projections from door, and if installed at time of building, is preferable to the overhead type of check.

**Yale Double-
acting Check**

A device for double doors that closes them quickly and quietly. Stops flap-flapping and yet permits doors to swing in both directions.

Our magazine advertising on Yale Door Checks is making buyers in your locality. To help you get these buyers into your store, we are ready to coöperate with you, free of charge, by furnishing you with newspaper advertisements, booklets and leaflets, lantern slides, window displays, blotters, counter mats, etc.

Address Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, “that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money—lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

CHRISTMAS GIFTS

That will be fully appreciated by the recipient, and meet all the requirements of the donor as to quality and price.

OUR WHITE AND GOLD JAPPANED WARES FIT THE CASE



SANITARY Round Corner BREAD and CAKE BOXES With Ribbed Covers

The Round Corners add to the appearance, present no sharp cutting edges, and allow the interior to be perfectly freed from crumbs.

Japanned white, and tastefully decorated in gold, these boxes are ideal stock for the Christmas trade.

WRIGHT'S CAKE CLOSETS

With two wood-lined shelves and brass lock.

Japanned white and decorated in gold, or supplied in colors.

Sizes 20 x 13½ x 12½ inches.

Packed individually in a carton.



IF YOUR STOCK IS LOW ORDER
NOW—ONLY TWO WEEKS MORE
TO CHRISTMAS.

E. T. WRIGHT & CO.

(H. G. WRIGHT)

HAMILTON

..

..

CANADA

Three nested in a carton, no charge for packages.

Nos.	200	300	400
Length	13	15¼	18
Width	9½	10½	12¼
Depth	9½	11¼	13½

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works:
Lachine Canal

EASYSET
SYSTEM

ALL METAL

STORE FRONT CONSTRUCTION.

EASY-SET BARS

We carry a full stock of Easy-set store front construction and can make immediate shipments of all ordinary requirements. Special mouldings can be made up on short notice. Let us figure on your next specification.

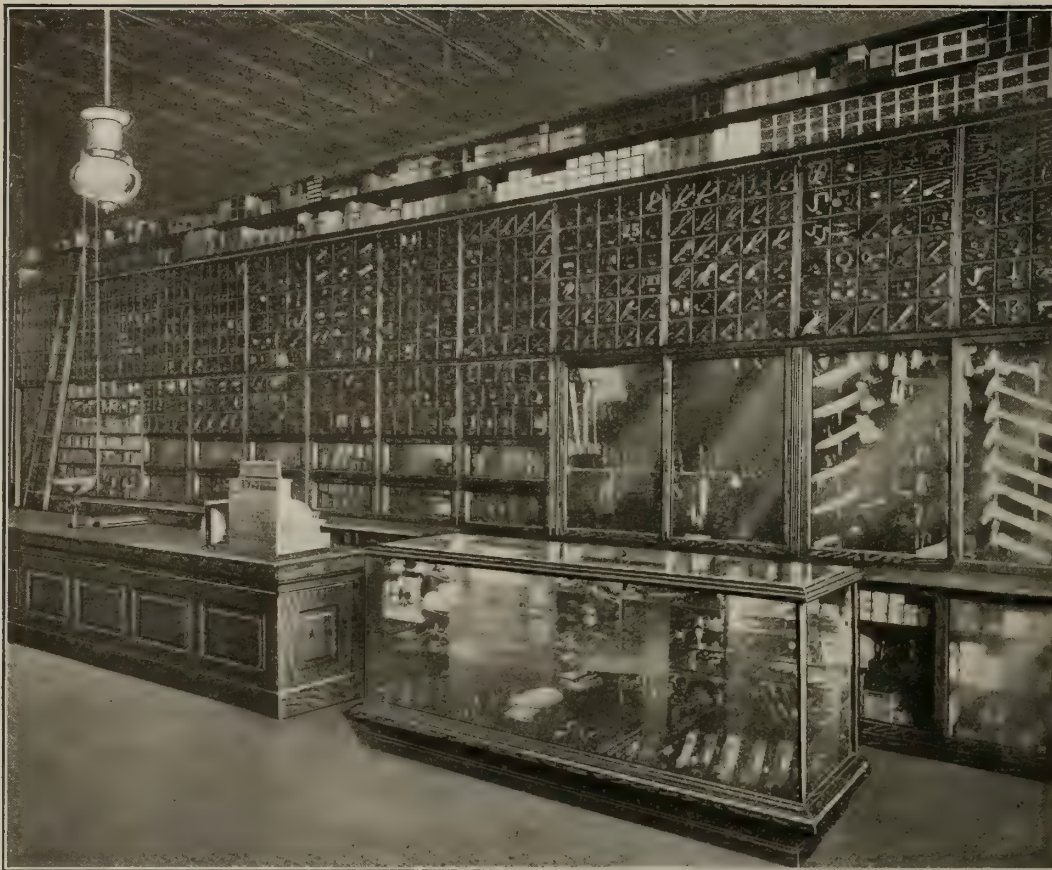
The Consolidated Plate Glass Co.

of Canada (Limited)

Toronto

Winnipeg

Montreal



**An Up-To-Date
Systematic
Store !**

**—
BERLIN
HARDWARE
DISPLAY
CABINETS**

Are Used Throughout

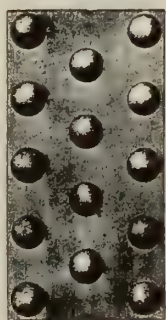
Many stores are adopting this system of attracting trade, and it has proved enormously successful. The trade appreciates an attractive store and will give it the preference to the one that is not.

Make your store attractive and you will procure more trade.

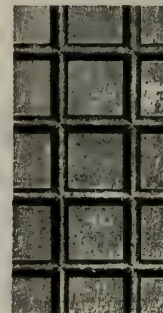
Write us at once for circulars on our complete line of store fixtures.

The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.

**Manufacturers and Designers of
Modern Store Fixtures**



CHECKERED PLATES FOR IMPORT



**WE CAN FURNISH
ANY OF THESE DESIGNS
IN THICKNESSES FROM
1-12" TO 1" INCLUSIVE**

Send us your Inquiries and Specifications



STEFFENS & NOLLE, LTD.

77 Beardmore Building

59 St. Peter St.

Montreal,

—:—

Quebec



HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	91	Dennis Wire & Iron Works	91	London Bolt & Hinge Works	89	Ramsay, A., & Sons Co.	72
Allan Hills Edge Tool Co.	9	Directory of Manufacturers	90	London Foundry Co.	87	Raymond Bros.	90
American Bolt & Screw Case Co.	24	Disston, Henry, & Sons	15	London Rolling Mill Co.	76	Rem. Arms Union Met. Cart. Co.	36
American Grinder Mfg. Co.	85	Dominion Cartridge Co.	36	Lovell Mfg. Co.	34	Reynolds & Jackson	81
American Shearer Co.	90	Dominion Iron & Steel Co.	Inside back cover	Lowe Bros., Ltd.	61	Ross Rifle Co.	100
American Wringer Co.	74	Dorken Bros.	30	Lufkin Rule Co.	Inside back cover		
Atkins & Co., E. C.	92	Double Claw Hammer Co.	86	Lundy Shovel & Tool Co.	14		
Atlas Mfg. Co.	90	Dougall Varnish Co.	75	McArthur, Alex., & Co.	67	Salyerds Mfg. Co.	79
Auto Controller Co.	92	Dunham Co., The	78	McClary Mfg. Co.	28	Samuels, J.	89
Aylmer Pump & Scale Co.	86			McDougall, R., Co.	80	Saskatchewan Glass & Supply Co., The	92
		Eastern Mfrs., Ltd.	96	McGlashan-Clarke Co., Ltd.	82	Seymour, Henry T., Shear Co.	91
Barber Asphalt Paving Co.	25	Enterprise Enamel Co.	14	McHutcheon Bros.	20	Shaw, A., & Son	91
Barnett, G. & H.	84			McKinnon Chain Co.	84	Sheet Metal Products Co.	2
Barton Netting Co.	82	Fernald Mfg. Co.	17			Smith Hardware Co., Ltd.	4
Bemis & Call Hdw. & Tool Co.	84	Fisk Publishing Co.	88	Magnolia Metal Co.	16	Sorby, Robt., & Sons	8
Belleville Hdw. & Lock Co.	26	Ford Auger Bit Co.	76	Maple City Mfg. Co.	85	Southington Mfg. Co.	90
Bosse & Banks	90			Martin, Thé L., Co.	70	Spear & Jackson	27
Berry Bros.	73	Galt Art Metal Co.	22	Martin-Senour Co.	75	Spooner, Alonzo W., Ltd.	90
Bowser, S. F., & Co., Ltd.	65	Garlock Packing Co.	87	Maxwell, D., & Sons	Outside front cover	Standard Chain Co.	10
Brandram-Henderson, Ltd.	83	Gillette Safety Razor Co.	Inside front cover			Standard Paint & Varnish Co.	71
Bradstreets	70	Gipe Hazard Store Service	89	May & Padmore	1	Standard Silver Co.	32
Brand, Ed.	89	Goodell-Pratt Co.	22	Meakins & Sons	73	Stanley Rule & Level Co.	18
Brantford Oven & Rack Co.	90	Greening, R., Wire Co.	10	Metal Shingle & Siding Co.	21	Steel Co. of Canada, Ltd.	6
British Am. Assce. Co.	89	Gutta Percha & Rubber Mfg. Co.	Inside back cover	Millers Falls Co.	26	Steel Trough Machine Co.	20
Burgess Norton Co.	31			Mitchell & Co., David	90	Steffens & Nolle	96
Burrows Mfg. Co.	8	Hamilton Cotton Co.	77	Moore & Co., Benjamin	69	Stevens, G. F., & Co.	69
Burrow Stewart & Milne	28	Hamilton & Son, C. J.	30	Morris & Bailey Steel Co.	10	Stevens Hepner & Co.	80
Bushness Novelty Co.	70	Hamilton Stamp & Stencil Wks.	90	Morrison Brass Mfg. Co.	25	St. Mary's Wood Specialty Co.	14
		Harrington & Richardson	74	Morrow, John, Screw Co.	91	Star Expansion Bolt Co.	83
Cameron & Campbell	90	Heinisch, R., Sons Co.	67	Myers & Bro., F. E.	70	Still, J. H.	31
Canada Cement Co.	7	Heller Aller Co.	26			Stover Mfg. Co.	84
Canada Foundry Co.	88	Hohlfeld Mfg. Co.	26	National Hardware Co.	34	Stratford Mfg. Co.	28
Canada Glue Co.	11	Holland, H. S., Sons & Co.	7	National Mfg. Co.	13		
Canada Metal Co.	11	Hupfeld Ludecking	31	Newman, W., & Sons	90	Tallman Brass & Metal Co.	88
Canada Paint Co.	50	Hutton, Jas., & Co.	88	Nicholson File Co.	85	Thompson, B., & S. H.	86
Canada Steel Goods Co.	8			Nickel Plate Stove Polish Co.	89	Toronto Plate Glass Importing Co.	67
Canada Wire & Iron Goods Mfg. Co.	67	Imperial Varnish & Color Co.	61	North Bros. Mfg. Co.	1	Townsend & Co., S. P.	27
Canadian Carbon Co.	86	International Varnish Co.	65	Nova Scotia Steel & Coal Co.	93		
Canadian Copper Co.	66					Walker Bin & Store Fixture Co.	96
Can. Fairbanks-Morse Co., Ltd.	2	James & Reid	90	Oakey, John, & Co.	76	Want Ads.	70
Can. Heating & Ventilating Co.	28	Jamieson & Co., Ltd., R. C.	69	Oneida Community, Ltd.	Outside back cover	Western Assce. Co.	89
Canadian Hart Wheels	90	Jardine, A. B., & Co.	71			Western Distributors, Ltd.	90
Canadian Oil Cos.	72	Jenkins Bros.	79	Ontario Lantern & Lamp Co., Ltd.	81	Wheeler & Bain	30
Canadian Rope Buckle Co.	88	Jenkins & Hardy	90	Otterville Mfg. Co.	88	White Mop Wringer Co.	76
Canadian Tube & Iron Co.	95			Owen Sound Steel Press Wks.	67	Whitman & Barnes Mfg. Co.	83
Caverhill, Learmont & Co.	33	Keating, Wm.	100	Owen Sound Wire Fence Co.	84	Wilkes-Martin-Wilkes Co.	88
Chatham Malleable & Steel Co.	78	Kenrick & Sons, Ltd., Archibald	82			Williams & Taylor	78
Chicago Spring Butt Co.	1	Klein, Mathias, & Sons	16	Parmenter Bullock Co., The	90	Winnipeg Paint & Glass Co., Ltd.	71
Collette Mfg. Co.	80	Kuhns, Anderton Co.	93	Pease Fdry. Co.	91	Woodstock Wagon & Mfg. Co.	71
Consolidated Plate Glass Co.	95	Laidlaw Bale Tie Co.	78	Peterborough Lock Co.	80	Wright, E. T., & Co.	95
Cowan & Britton	12	Leipzig Fair	77	Pink, Thos.	29		
Cummer-Dowdell, Ltd.	23	Leslie, A. C., & Co.	35	Phenix Mfg. Co.	34		
Cummings, Jas. H., & Co.	23	Lewis Bros., Ltd.	3	Public Works Dept.	77		
Davidson, Thos., Mfg. Co.	21						
Delta File Works	77						
Deming Co., The	20						

Table of Editorial Contents

BUSINESS MANAGEMENT DEPARTMENT.

Some Practical Hints on Stocktaking	37
Upon What Do Business Profits Depend?	38
Leaks in the Hardware Store	38
Merchants Turning to Cash System	39

EDITORIAL.

Selling Direct to Consumer—Preparing for Christmas—Canada's Prosperity—Compulsory Closing—Pointed Editorials	40-41
--------------------------------------------------------------------------------------------------------------------	-------

DISPLAY DEPARTMENT.

Window Display Suggestions: Stoves	42
Using Cards in the Christmas Campaign	43
Methods of Preventing Window Frosting	44
Christmas Window Contest	45

SALESMANSHIP DEPARTMENT.

Electrical Specialties Should be Taken Up	46
Increasing Cement Sales in Winter	47

TINSHOP DEPARTMENT.

Complete Course of Sheet Metal Work	* 52
-------------------------------------------	------

MARKET QUOTATIONS.

Metals, Hardware, Stoves and Paints ..	54, 55, 57, 62
Current Quotations	64, 66, 68

STOVE DEPARTMENT.

How a Big Stove Business Was Started	56
--------------------------------------------	----

PAINT DEPARTMENT.

Every Salesman a Demonstrator	59
Travelers Can Help to Sell Brushes	60

MISCELLANEOUS.

Progressive Hardware Retailing	49
Current News of hardware trade	53
New Goods	48

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wonderline Limited, Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Onida Community Ltd., Onida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner Ltd., Port Hope, Ont.
- Tallman Brass & Metal Co., Hamilton.**
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bar Urns.**
Buffalo Mfg. Co., Buffalo, N.Y.
- Bath Room Fittings.**
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.
- Belting.**
Dominion Belting Co., Ltd., Hamilton.
Sadler & Haworth, Montreal.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stowe & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
Mar & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Pierboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Carriers, Cash and Parcel.**
Hamilton Brass Mfg. Co., Hamilton.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Onida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stowe & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Chaffing Dishes.**
Buffalo Mfg. Co., Buffalo.
- S. Sternau & Co., Brooklyn, N.Y.**
- Chaplets.**
S. Cheney & Son, Manlius, N.Y.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Costas Clipper Mfg. Co., Worcester, Mass.**
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowswell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
- Plymouth Cordage Co., N. Plymouth, Mass.**
- Couch, Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Onida Community, Ltd., Niagara Falls
- Cuspidors.**
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorcen Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.**
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- E. T. Wright & Co., Hamilton.**
- Metall Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Emery Cloth.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- McClary's, London, Ont.**
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananouque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Duffell File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fine Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Floor Scrapers.**
Fox Supply Co., Brooklyn, Wis.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.**
- Glass Paper.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Hobbs Mfg. Co., London.
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glasiers' Diamonds.**
Pelton, Godfrey E.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grinding Machinery.**
London Emery Works, London, Eng.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananouque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aymer Pump & Scale Co., Aymer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
London Emery Works, London, Eng.
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Horie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supply Hardware Co., Philadelphia.
Clippner Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Lightning Rods.
Hamilton Brass Mfg. Co., Hamilton, Ont.
Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
Match Boxes.
Stover Mfg. Co., Freeport, Ill.
Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKeehan Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H., & Co., Montreal
Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Metal Shingles, Siding, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.
Metal Stove Fronts.
Canada Foundry Co., Ltd., Toronto.
Mop Holder.
Theo. J. Ely Mfg. Co., Erie, Pa.
Mop Wringers.
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
Oil Stones.
Canadian Hart Wheels, Hamilton, Ont.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
Oil Tanks.
Bower, S. F., & Co., Toronto.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
Packing.
Garlock Packing Co., Hamilton, Ont.
Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Douglass Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Paint and Varnish Remover.
Chadeloid Chemical Co., New York.
Douglass Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greising, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel, Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
Pliers.
Henderson & Richardson, Montreal.
Peck, Stowe & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pruning Knives.
International Tool Co., Detroit.
Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.
Pumps.
Canada Foundry Co., Ltd., Toronto.
E. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberger, Germany.
Razor Hones.
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
Razor Stropps.
J. R. Torrey & Co., Worcester, Mass.
Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteeel Co., Bridgeburg.
Rivets.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
Rope.
Independent Cordage Co., Toronto.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Luffkin Rule Co., Windsor.
Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Saws.
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
School Desks.
Jas. Smart Mfg. Co., Brockville.
Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
Screws, Nuts, Bolts.
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.
Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
Sceythe Stones.
The Carborundum Co., Niagara Falls, New York.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
E. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shovels and Spades.
Spear & Jackson, Sheffield, Eng.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Snips.
Peck, Stowe & Wilcox Co., Cleveland.
Silverware.
McClashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers.
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains, Shingle.
Berry Bros., Walkerville.
Stains, Wood.
Berry Bros., Walkerville.
Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.
Store Ladders.
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.
Jas. Smart Mfg. Co., Brockville.
Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Luffkin Rule Co., Windsor, Ont.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stowe & Wilcox Co., Cleveland.
Hout, Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Douglass Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Hammer-Dowsell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
Waffle Irons.
Stover Mfg. Co., Freeport, Ill.
Wagons, Children's.
Woodstock Wagon Co., Woodstock.
Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Montreal.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire Mats.
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wood Finishers.
Berry Bros., Walkerville.
Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

SPORTING "ROSS" RIFLES ARE UNSURPASSED IN POWER AND ACCURACY



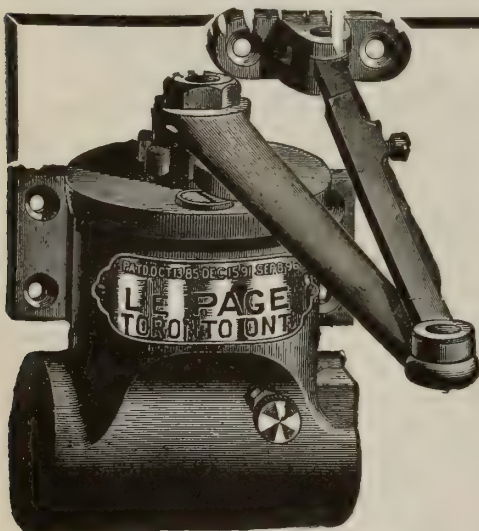
Sales of Ross Sporting Rifles have largely increased. Are you getting your share of this trade?

The Ross High Velocity .280 retails at \$70.00, and is attracting much attention in every big game country of the World.

It is the best sporting rifle to own, and it is a good rifle to sell. There is a fair percentage to the dealer, and the \$70.00 sale takes no longer than the selling of a \$10.00 shot gun.

You surely have some customer willing to pay the price for a good article. Have at least one of this Model to tempt him with. "Ross Rifles" are beating records everywhere just now, and it's a good time for you to show them.

ROSS RIFLE CO. - QUEBEC



Every Hardware Dealer Should Be Familiar with

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

It's Profitable And Is Certain To Give Buyers Complete Satisfaction.

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade as it gives a satisfaction that is essential to procure re-orders.

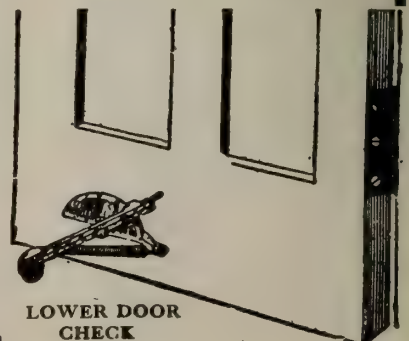
Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

Write for full particulars now.

WM. KEATING

266 MACDONALD AVE.

TORONTO

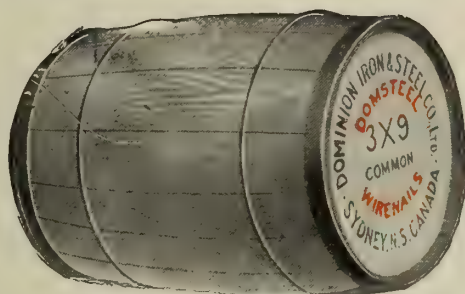


HARDWARE AND METAL

DOMSTEEL

Wire Products

"From Ore to
Finished Product"



Nail Wire, Rivet Wire, Annealed Wire,
Straightened and Cut to Length

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our High Grade Steel Products are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron and Steel Co., Ltd.,

HEAD OFFICE AND WORKS:
SYDNEY, N.S.

Sales Offices: Sydney, N. S., and 112 St. James St., Montreal



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

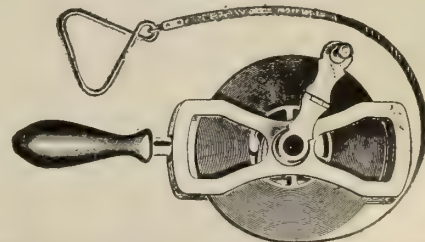
THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.

THEY ARE CANADIAN MADE.

THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.

CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





Canadian Factory—Niagara Falls, N.Y.

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada

December 14, 1912

No. 50



Did you ever wait five minutes for one cent?

Have you ever been to the Candy Department of a store and noticed nicely-boxed candy with a 49c price marked on it? Have you ever bought a box of this candy, tendered 50c, and waited five minutes for one cent?

Does this condition exist in your candy department or in any other department in your store? Careful investigation shows that most large stores are dissatisfying customers and losing money in just this way.

This sort of things does not happen in the small candy shop. It has no need to happen in the large department store. It does, however, because the system of handling cash is not suited to the particular requirements of that kind of department.

Study the needs of your departments. Consult our representative as to the remedy.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street,

- -

Toronto

Canadian Factory, Toronto



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

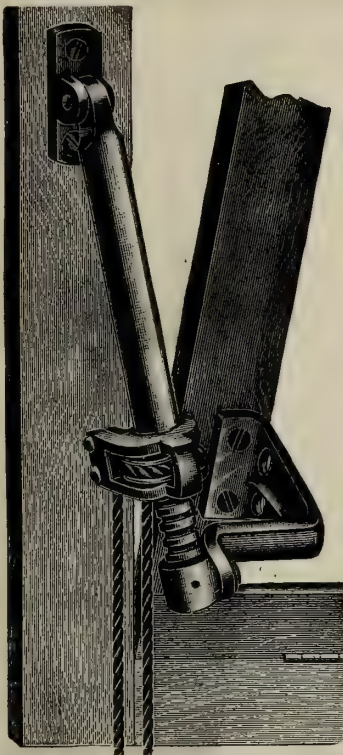
On an order for 12 we add a solid mahogany display stand. On an order for 24

or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.



ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF
Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Bronzed, Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.

10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

Attachments for "Yankee"
Spiral Ratchet Screw Drivers

Which cost little, but add very much to the all-around usefulness of these tools.



Bit with Screw Holder Attachment.
Sizes for all No. 20's, 30-31-35.



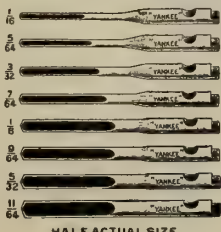
Bit with Screw Eye Holder Attachment.
Sizes for No. 20 Sizes 1 & 2, 30 and 35.



Countersink. Sizes for all No. 20's,
30-31-35.



Chuck with 8 Drill Points 1-16 to 11-64
inclusive. Sizes for all No. 20's,
30-31-35.



HALF ACTUAL SIZE

These
will bring you
CHRISTMAS
TRADE

"YANKEE"
TOOLS

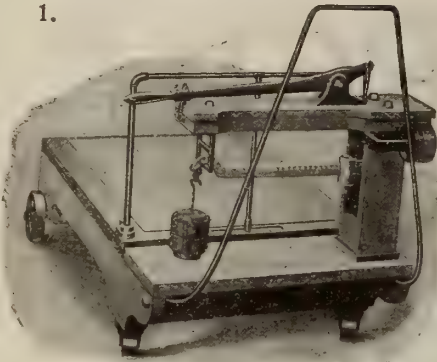
No. 30 and 130 with the four
attachments.

displayed in your window is sure to attract the attention of anyone looking for a suitable Christmas gift for the mechanic, or home tinker. The "Yankee" No. 30 is known and admired by everyone. The No. 130 (with spring in the handle) is an improvement on the No. 30; and with four attachments either of these makes the best all around tool for home, or carpenter's kit that can be found anywhere.

YOUR JOBBER WILL SUPPLY YOU.

NORTH BROS. MFG. CO. PHILADELPHIA,
PA., - U.S.A.

1.



"DOMINION" FARMERS' TRUCK SCALE

"FAIRBANKS" SCALES

**Are Known the World Over
For Their Accuracy, Efficiency
And Service-Giving Qualities**

Every farmer wants to know the exact weight of the goods he sells—he wants to know the buyer is giving him a square deal. Our "Dominion" Farmers' Truck Scale is a great convenience as well as a protection.

This Truck Scale is equipped with lever and bag rack. The wheels are strong and heavy. The ball bearing swivel castors

in front permit the scale to be turned with ease.

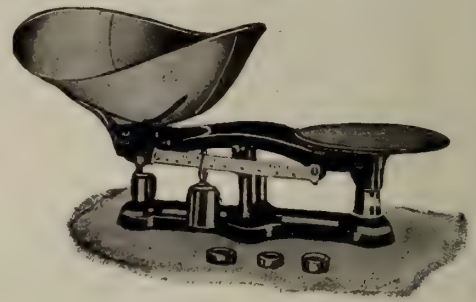
Our "Crown" Even Balance Scale is one that you can either use or sell.

It is a neat scale furnished with tin scoop and side beam.

Write for full particulars and prices at once.

The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	
VANCOUVER	OTTAWA	CALGARY
		VICTORIA



"Crown" Even Balance Scale

S.M.P. NICKEL-PLATED GOODS MAKE CHOICE CHRISTMAS GIFTS

REGAL TEA AND COFFEE POTS

MADE FROM HEAVY COPPER

SEAMLESS BODIES

WHITE METAL TRIMMINGS

QUADRUPLE SILVER LINING OVER BLOCK TIN



Solid Silver in pattern and finish

Unexcelled in Design
and Workmanship

Made in all Standard
Sizes

Packed Separately
in Cardboard
Boxes

Prices on
Application



Hinged lip on spout

The SHEET METAL PRODUCTS CO. of Canada, Limited
Montreal TORONTO Winnipeg

Disston

TROWELS

Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviably Reputation of Tools bearing the name

HENRY DISSTON & SONS

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

HENRY DISSTON & SONS
PHILADELPHIA U.S.A.
REG. U.S. PAT. OFF.

We can handle
Mail Orders
to your entire satisfaction

LONDON, ENG.
BRICK TROWEL
HENRY DISSTON & SONS, LTD.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kirtledge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price \$2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½¢ per hundred to \$10 a hundred. Leather bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; price \$1.00. Paper cover; price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKING.

By Paul N. Hasluck. A book of tools, materials and processes for the handyman. Every method of working metals with hand tools and simple machine tools is treated in a clear and practical manner. 760 pages; 6¼ x 8¼; 2,206 illustrations. Cloth bound. Price \$2.50.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

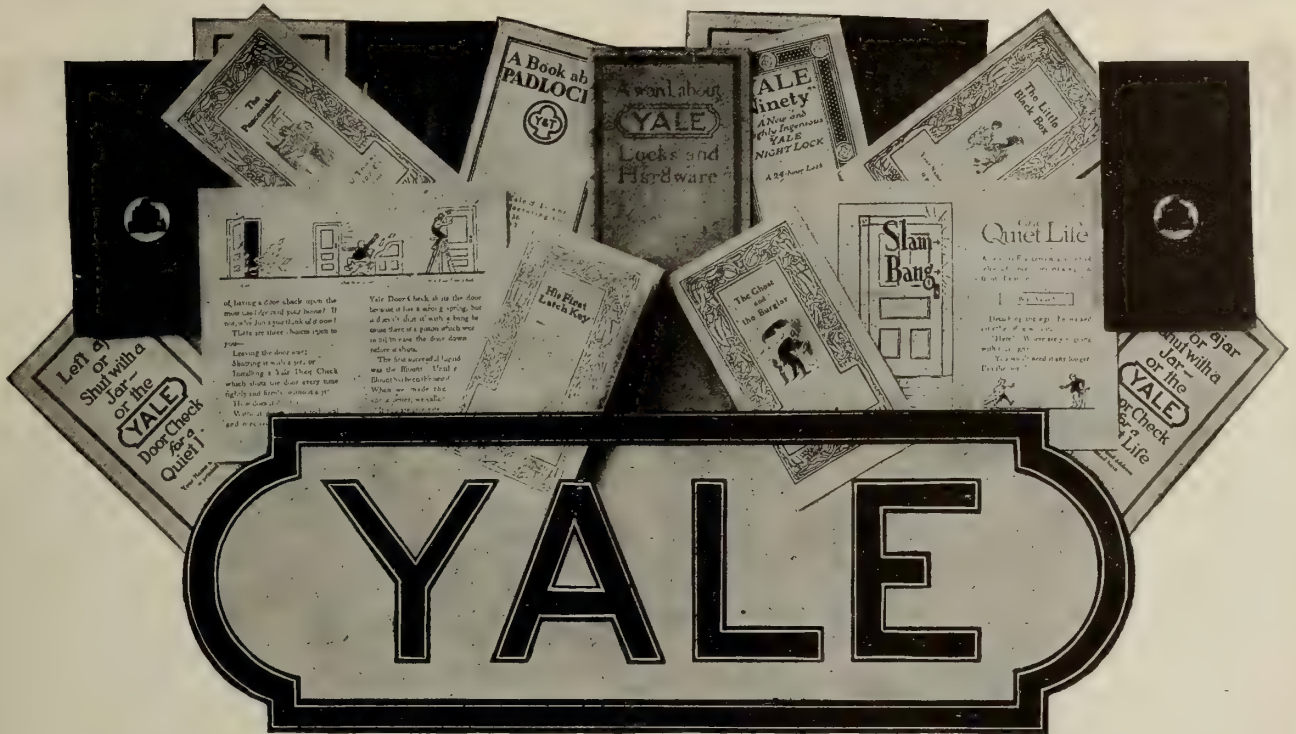
MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue

- - -

TORONTO, ONT.



The average customer usually comes into your store to buy some definite thing

IF you sell him Yale Locks and Hardware the chances are that he buys them because he has seen either our Magazine Advertising, your Yale newspaper advertising, or your Yale Window Display.

On your counter he will (or should) find some of the booklets and leaflets such as are illustrated above. One or two of them will interest him, and he will slip them into his pocket. When he gets home he will read them — and within a day or two you will probably see him again.

This is not theory. It is what actually happens. And because it happens—because it means a large increase in *your* trade, and with it *our* trade—we spend thousands of dollars yearly on printed matter of this sort.

This printed matter is but one of the ways in which we help you build up your business. Here are others:

Window Displays

We give materials and directions for making striking window displays, designed by our expert in window salesmanship.

Magazine Advertising

We are continually educating the public to the fact that Yale Locks and Hardware are the best value in the world.

Newspaper Advertisements

We send to our dealers, without charge, strong, sales-producing newspaper advertisements, for use in their own local papers.

Address: Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works St. Catharines, Ont.

BOLTS

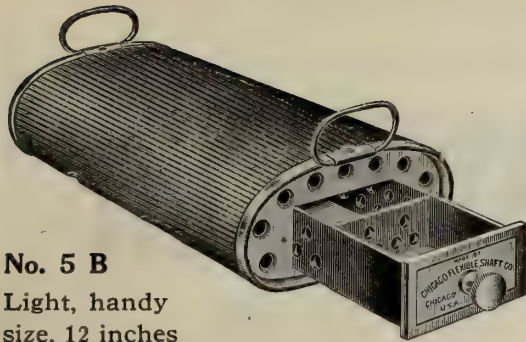
THE STEEL COMPANY OF CANADA

LIMITED

WORKS

HAMILTON
BRANTFORD
TORONTO

MONTREAL
LACHINE
GANANOQUE
BELLEVILLE



No. 5 B

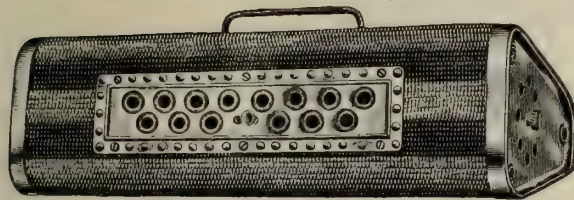
Light, handy size, 12 inches long, weight 4 lbs. Covered with fine Brussels Carpet. Used by milkmen, farmers, mail-carriers, and drivers in general. Very low in price.

CLARK'S SLEIGH and AUTO HEATERS

are now one of the best winter sellers. They are the only practical device for heating sleighs, carriages and automobiles. Users of these heaters avoid chills, colds and much suffering that non-users endure.

The fuel used in Clark's Heaters is a coal moulded into bricks, under enormous pressure, of a convenient size, that will burn with a strong, steady heat from 12 to 18 hours each. A third of a brick is ample for an ordinary drive.

There is no flame, smoke or odor connected with the use of this coal, and these bricks cost very little, so that heaters are not costly to operate.



No. 7D is 14 inches long, with flat, slanting top ventilators to regulate the heat at both ends. Weighs 9 lbs. Heavily nickel-plated. Covered with superior Brussels Carpet. The great heater for pleasure-driving in automobiles, sleighs or carriages.

SOLID COMFORT ROOM WARMERS

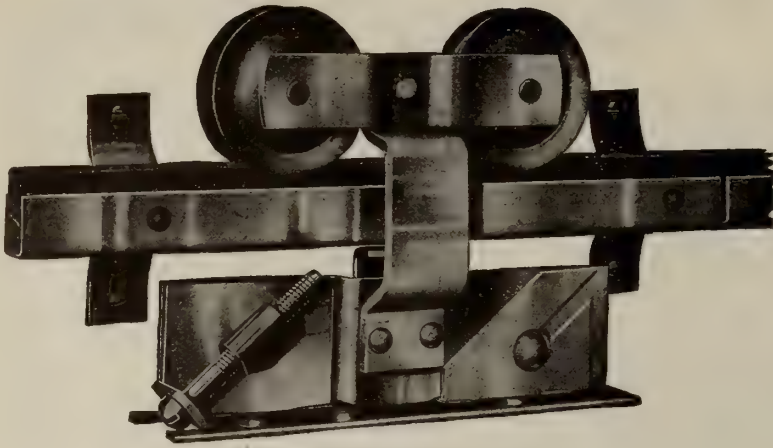


For Use With Gas

The great room-warmer for boarders and householders for that odd cold room. Retails for fifty cents only, and can be attached to any gas burner. Can be used for heating food, toasting, poaching eggs, etc. **RETAILS FOR 50c. ONLY.**

CAVERHILL, LEARMONT & CO.

MONTREAL



Hatch Parlor-Door Hanger

WHY?

Why carry a stock of
half a dozen varieties
when you can carry the

HATCH PARLOR - DOOR HANGER

which suits all tastes and pocket-books.



RESCENT
BRAND

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the famous Crescent Brand Butts and Hinges

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

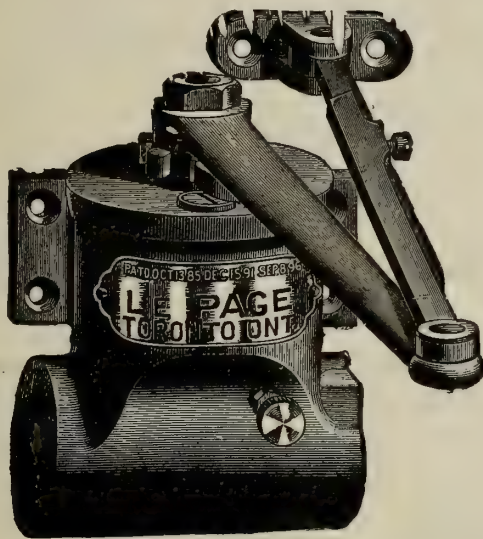
143-149 University Avenue,

:-:

TORONTO, CANADA

The "LE PAGE" OIL DOOR CHECK and SPRING

Is Used Exclusively in Toronto Public Schools, Eaton's, Simpson's, and in many other large buildings to the Perfect Satisfaction of the User.



**Sell It to Your Customers and
You Give Them the Fullest
Value for Their Money**

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumb screw at the right.

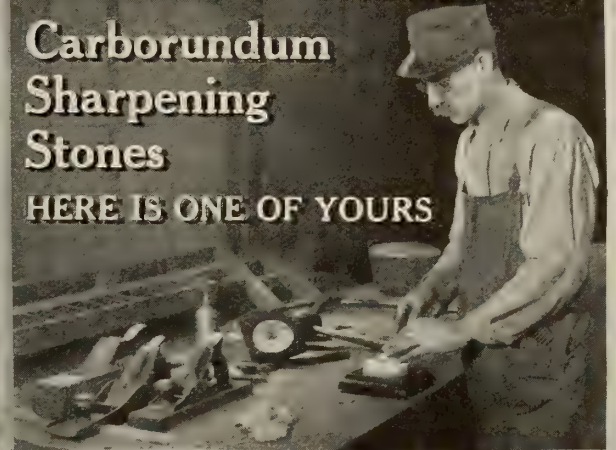
The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Start the New Year right by stocking and boosting the "Le Page." Write for particulars.

WM. KEATING

266 MACDONNELL AVE., TORONTO

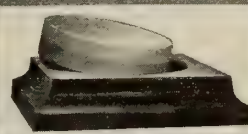
YOU ARE OUR CUSTOMER FOR
**Carborundum
Sharpening
Stones**
HERE IS ONE OF YOURS



The Carpenter

IF any man needs a good sharpening stone—a Carborundum Sharpening Stone—it is the Carpenter—he has chisels, plane-bits, draw-knives, and other edge tools that must always have a clean, keen smooth edge.

Just tell him that Carborundum stone differs from the ordinary—it doesn't rub the edge on the tools, it cuts and cuts clean—this gives a keen, even edge, an edge that will stand up—tell him that the Carborundum stone is durable, uniform, no soft spots or sand streaks—and impress upon him that he can get one stone after another and they will all be alike—same grade—same grit—same fast, clean-cutting qualities.



Then show him the
**Carborundum Round
Bench Stone No. 107**

—and a sale is made.

How is your stock?

Have you our new hardware catalog?

The Carborundum Company

Niagara Falls, N. Y.

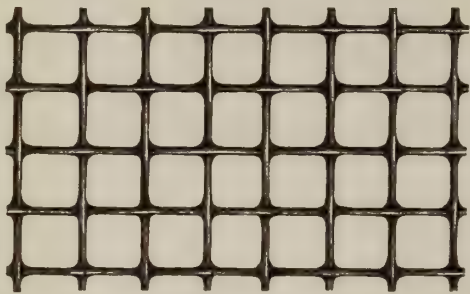
New York
Philadelphia
Cleveland

Chicago
Pittsburgh
Milwaukee
London, Eng.

Boston
Cincinnati
Grand Rapids



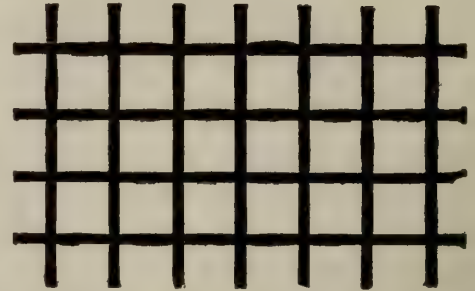
WIRE CLOTH



Sand Screen
Cloth,

Fanning Mill
Cloth,

Regalvanized
Wire Cloth,



Every Description of Wire Cloth and Wire Work
Wire Rope, Wire Rope Fittings

—MANUFACTURED BY—

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

Plymouth Rope Quality

Its Promise For You

"We also take this opportunity of expressing our entire satisfaction with the quality of your products and wish to state that our sale on same has been such that we have discontinued handling any other brands of rope, both here and in our store at ————, Mich., selling the Plymouth Cordage only, and that our sales on cordage have increased since we have confined ourselves to Plymouth products."

To users everywhere quality goods mean better and longer service, greater value—hence satisfaction.

Quality goods afford *dealers* the one sure means of earning the customer's *confidence*.

The sale of quality goods *only* in any line makes this bond *permanent*—holds present trade, develops new trade—increases the *total* business on that line.

Plymouth rope is pre-eminently a quality product—the right rope for you.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg
and Vancouver.



The Mark of Leadership

Dealers and Jobbers should place orders which will keep their stocks complete to supply the great demand for Simonds Crescent Ground Cross-Cut Saws. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. **FACTORY IN MONTREAL.**



SIMONDS

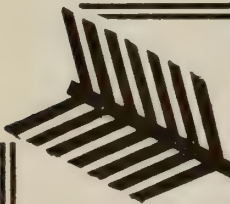
CANADA

SAW CO. Limited

Montreal

St John

Vancouver



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

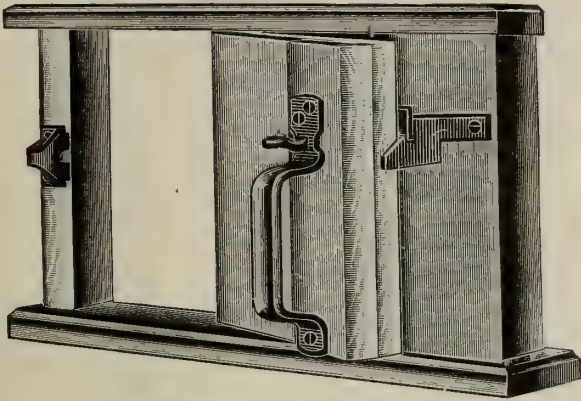
Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn-Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

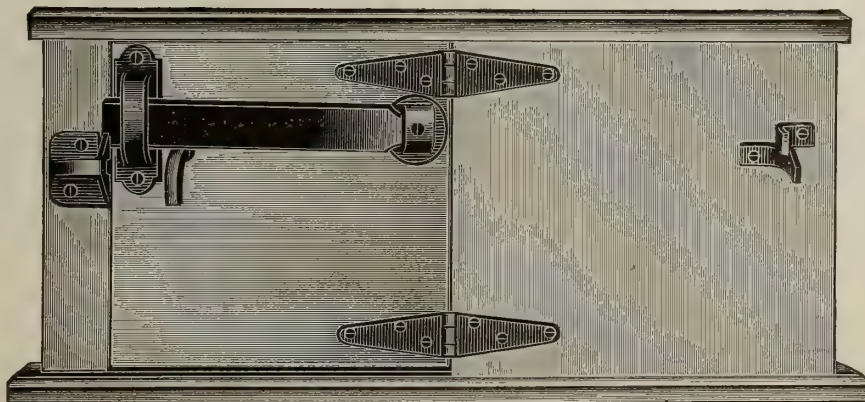
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING,

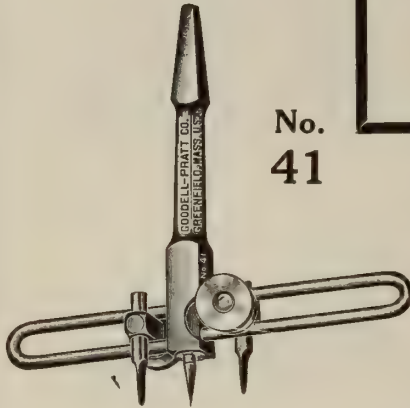
ILLINOIS



Door Closed

Goodell-Pratt's

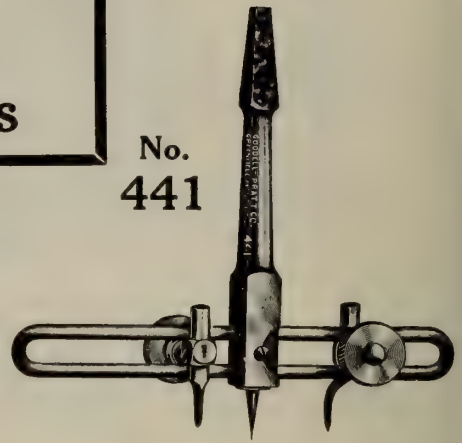
Washer Cutters



No.
41

No. 41

This is a strong, well made device for cutting washers out of such material as rubber, leather, cardboard, etc., from 1 to 5½ inches, provided with removable blades and adjustable as to cutting edge as well as position.



No.
441

No. 441

Same as No. 41, except washers from ½ inch to 5½ inches can be cut.

Goodell-Pratt Company

Greenfield *Toolsmiths* Mass., U.S.A.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

THE CORONA ROASTER



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.

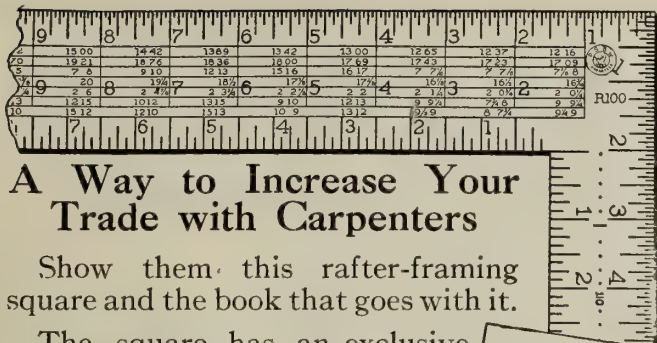
A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean. ABSOLUTELY GUARANTEED and backed by our long retained reputation of HIGH QUALITY.

Write us for catalogue and full particulars.

Jas. D. Fletcher, Canadian Representative

162 Bleeker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.



A Way to Increase Your Trade with Carpenters

Show them this rafter-framing square and the book that goes with it.

The square has an exclusive style of marking making its use 25% easier.

The book is a concise, clear, carefully indexed, fully illustrated treatise on the fundamental problems of roof-framing.

Send for Catalog 12B listing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

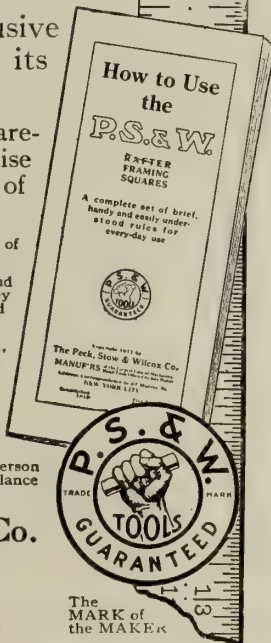
Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. **Hamilton**—Wood-Vallance, Ltd. **London**—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. **Montreal**—Caverhill & Learmont; Frothingham & Workman, Ltd. **L. H. Herbert & Co., Ltd.** **Saskatoon**—J. H. Ashdown Hdwe. Co., Ltd. **Toronto**—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. **Winnipeg**—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood-Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.

MFRS. of Mechanics' Hand Tools, Tinsmiths' Machines, Builders' and General Hardware.

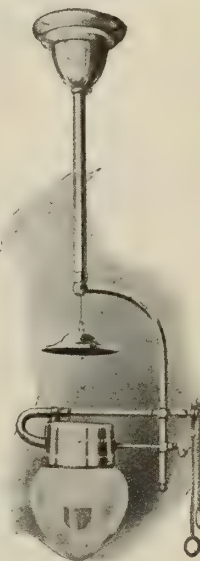
Established 1819

Address: 20 Murray St., New York, N. Y., U.S.A.



HARDWARE dealers and tinsmiths wanted

to act as our Agents for the Faultless Lighting Systems, the safest, whitest, brightest and most economical light known to science. Better and cheaper than electricity, gas or coal oil. Permitted by all Insurance Companies. Write to-day for special proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO

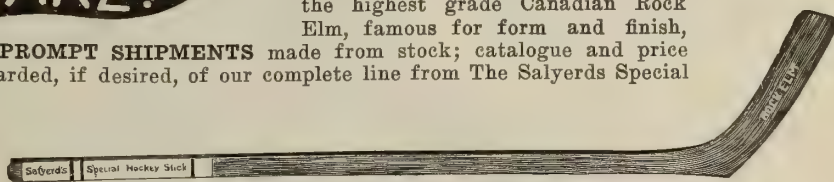
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

The Straightest Aim

at YOUR success is the handling of quality goods. When it comes to quality, the

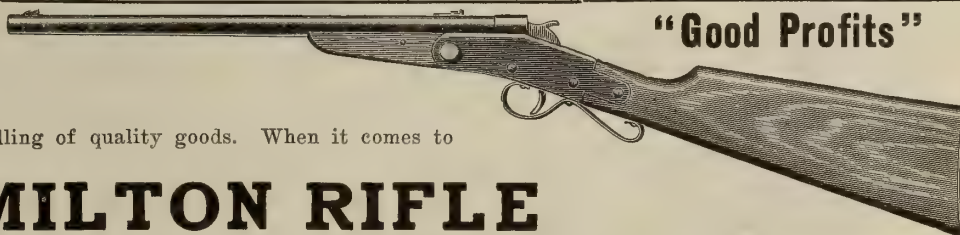
HAMILTON RIFLE

cannot be beaten for the price. It is a marvelous 22 calibre rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

FOR SALE BY ALL JOBBERS.

C. J. Hamilton & Son

Plymouth, Mich.



"Good Profits"



MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

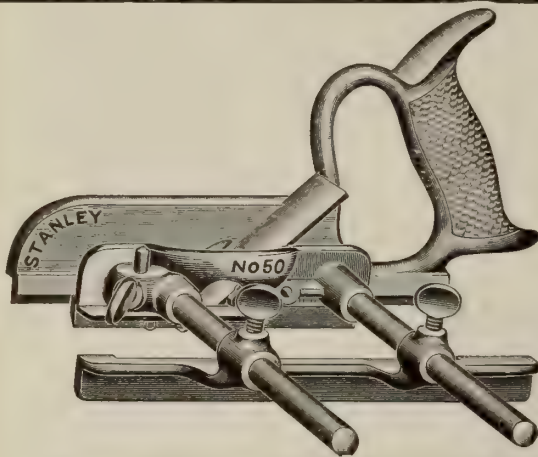
SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

225 Ambroise Street Montreal



Stanley Tools

STANLEY No. 50 PLOW, BEADING and MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



A Sturdy Tool
is the
"Bur-Nor"

The Reinforced Handle is 50% stronger than the best wooden handles.



Will not shrink, break, or work loose.

Blades carefully and uniformly tempered in oil. Riveted under tremendous pressure.

Write for catalog and prices to-day.

Burgess-Norton Mfg. Co.

Geneva, Ill., U.S.A.

STILL'S SPECIAL HOCKEY STICK

Has Durability and Distinction that are Beyond all Rivalry

It is made of second growth rock elm and is shaped, finished and balanced by experts. Comparison has proved it to be more durable and more easily handled than the ordinary stick.

Other brands we recommend are :

"EMPIRE," inferior only to "Special"

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS

ONTARIO



METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

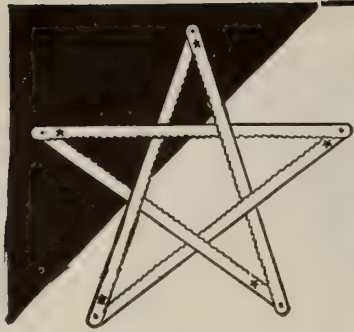
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



Bright Spots
in the
Hardware
Firmament

Star Hack Saw Blades

are bright spots in the stock of progressive stores. The dealer who stocks Star Hack Saw Blades will be able to meet all demands, and

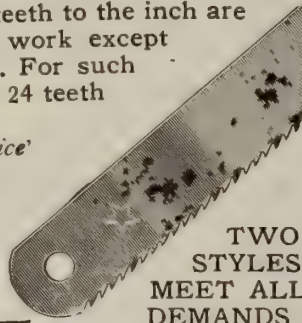
Large Stock is Not Necessary

Star Blades with fourteen teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For such work use Star Blades with 24 teeth to the inch.

Our *FREE* book "Tool Practice" is worth while sending for.

**MILLERS FALLS
COMPANY**

28 Warren Street
New York City



TWO
STYLES
MEET ALL
DEMANDS

A Good Year-round Seller !!

is within your reach. Seize
this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED - - - ONTARIO

Stocked in West by

The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

Dealers Please Note

Prices are
Worth
Investigating



Quality Always
Up To
Standard

WROUGHT STEEL TABLE HINGE

This is one of the new lines which we have recently commenced manufacturing. All our goods are of the finest quality and workmanship. Our prices are right, and you will get satisfaction by placing your order with us. Deliveries always prompt. Goods will be shipped same day as order is received, if you desire.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

QUEBEC

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. Write to-day for full information in regard to the agency for your territory.

THE MENTION HARDWARE AND METAL
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

Take advantage of the biggest roasting season of the year—now approaching

Be prepared to supply the demand for Davidson's Seamless Self-Basting Roaster

THE "STERLING"



No. 200—11½ x 18½ x 8 inches

No kitchen is perfectly equipped without one

Sells on sight, because it is easy to clean, is self-basting and practically needs no attention until roast is done. Will accommodate an extra large turkey without danger of burning the breast-bone, Insures a juicy, tender roast, and positively makes cooking a pleasure.

WE ALSO HAVE IN STOCK :

The "Perfect," Self-Basting Roast Pan, in four sizes, from 12 to 18 inches.

The "Empire," Self-Basting Roast Pan, in one size only (13½ x 9 x 3½ inches).

"Anti-Burn," Roast Pans, in three sizes, from 14½ to 17½ inches.

Seamless Blued Steel Roast Pans, in four sizes, from 14 to 17 inches.

Black Steel Dripping Pans, in five sizes, from 13 to 19½ inches.

Order now in good quantities, or you will certainly have a time keeping them on hand later.

The Thos. Davidson Manufacturing Co., Limited
 Montreal Winnipeg Toronto

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

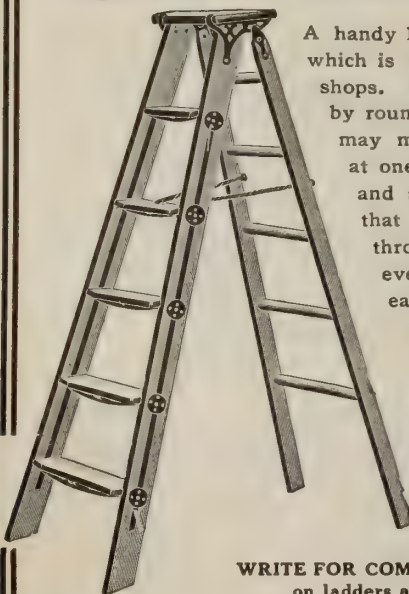
Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U.S.A.



"The Ladder For Severe Service"

THE MECHANIC Special Service Ladder



A handy ladder of great strength which is highly prized in many shops. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

This ladder will give a satisfaction that is essential to **INCREASE YOUR LADDER TRADE.**

WRITE FOR COMPLETE CATALOG
on ladders and price list.

The Stratford Mfg. Co., Limited
STRATFORD, CANADA



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

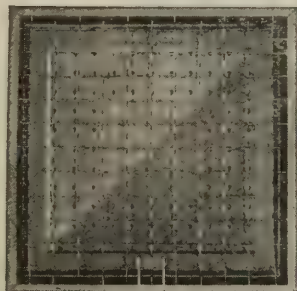
We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. **LIMITED**

Profitable Goods

For Your Notion Counter

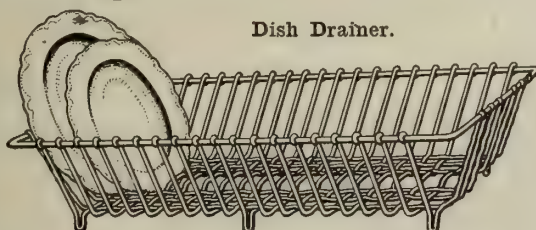


Toaster.

OUR wire goods cannot be beaten at the price. They are well made and will give your customers perfect satisfaction. If you are not handling them it will pay you to do so at once.

Write for complete catalogue and price list.

Dish Drainer.



Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere
AS THE BEST

For over Sixty-Three years we have been manufacturing Old Standard, Eagle, Globe and Pyramid Germantown Brands, and during that long period have maintained the highest possible quality. It is this quality which has built up the largest business in the world.

Germantown Lampblacks are imitated in appearance, but far from being equalled in serviceability. Imitation is the sincerest form of flattery.

Look for the red seal on every package.

Why buy the "Near Brand" when the best is procurable.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

ESTABLISHED 1849



"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started: here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.

Pure Aluminum lined "IDEAL" Fireless Cook Stoves.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line. Write us at once for prices and printed matter.



The Toledo Cooker Company

1608 W. Bancroft St.

-:-

Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.



"IDEAL" Steam Cookers—the Cooker with the whistle.

McClary's



"Perfection" **self-basting roaster**

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven.

***It gives meat and fowl THAT
delicious flavor***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will
burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

"FAMOUS"

BASE BURNERS

No. 300 Series

In three sizes
Nos. 323, 324, 325

Heavy — built to
wear.

Our Duplex grate
and *semi-steel* fire
pot stand the hard-
est firing.

They are
practically
indestructible

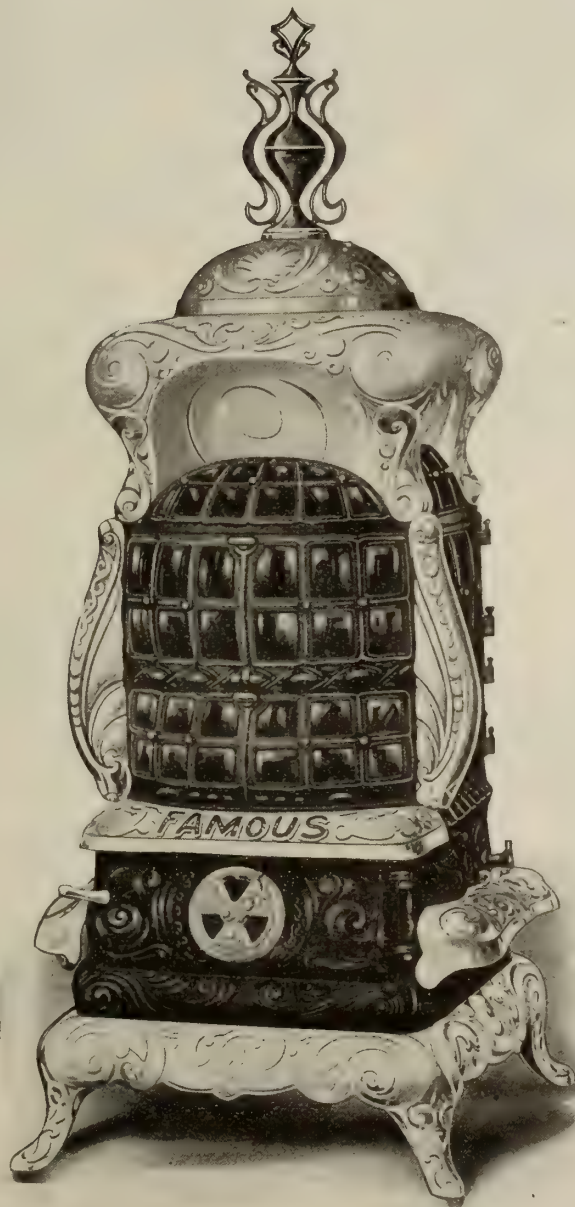
One size with oven
No. 324

Heavy steel
plated mountings

Note the large
radiating
surface

Every one a positive
Double Heater
easy to control

Unusually large ash
pan and feeder are
convenient features.



McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

"DOLLY MADISON" PATTERN

In Sectional Plated
Flatware

HOLMES & EDWARDS

A NEW PIERCED PATTERN

which has attained wonderful American popularity in this, its first season. Made in bright silver finish on a properly balanced extra heavy blank.

Gilding--Rose Gold

† Immediate delivery of Cabinets. Lined Cases and Single Pieces elegantly boxed.

Wire your order at our expense.

Standard Silver Co., Ltd.

N. Madison Ave.,

Toronto, Can.



C-869750



C-869874



C-8627



SUNPROOF

Will not dry out or crack



STORMPROOF



FIRE-RESISTING

The "Samson" Roof Is Weatherproof



"Samson" Ready Roofing will withstand the most severe storms of winter. It is easy to lay and sells at a reasonable price. Right from the start, "Samson" Ready Roofing is made to give satisfaction, and the Howland Guarantee is sufficient assurance for you to



Send Us Your Orders

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

We Ship Promptly

Toronto

Our Prices are Right

GRAHAM NAILS ARE THE BEST

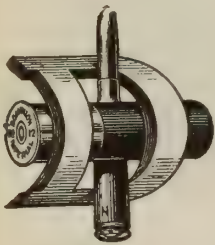
Christmas Greetings

FROM

The Dominion Cartridge Co.

TO THE

Many Happy Users of Dominion Ammunition



New Year's Wish

BOOST DOMINION DURING 1913

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors

We are now distributing free samples to every house in Toronto—other cities and towns will be sampled in the same way. Take advantage of the big sales which will result.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

Practical System for Paying Accounts

S. B. McClung of Trenton Pays All Bills by Cheque Without Waiting for Drafts—Forms Used to Keep Track of All Accounts Payable and to Check Up Consignments of Goods—Some of the Advantages of This System.

Written for Hardware and Metal by S. B. McClung, Trenton.

We started in business in a small way in Trenton a little more than twenty-seven years ago. At the very outset, we made it a practice to pay cash or to take cash discounts on all our purchases and we have maintained that policy from that time until the present; that is, whenever it has been possible, and we have generally made it possible.

This is the only way, in our estimation, to conduct the financial end of a retail business and make a fair profit. Getting behind on payments is even more disastrous to the retailer than to the firms who have to wait for their money. Taking discounts every month makes a big difference in the profits by the end of the year.

Our system is briefly as follows: On the first of each month we pay all invoices of the preceding month, using the form herewith reproduced. For accounts under \$1 we send postage stamps; under \$10 we send a bank or express money order; for larger amounts, we send our cheque. Many firms receipt the form we send and return it to us.

We have so arranged our system that we do not wait for the wholesaler to send on a draft. In ordering goods, we use a duplicate order form, a sample of which is shown and on which we say "no drafts accepted." Of course, if any firm overlooks this and puts through a draft which we find correct, we will accept it rather than return it. But we prefer to follow our own system of paying on the first of the month by cheque.

We have a book for entering invoices and all that come in are promptly entered up. We give each firm as many

pages as we think they will require. Small accounts we enter under the head of miscellaneous accounts. Thus we can

tell at a glance how we stand with each firm and at the end of the month we can
(Continued on page 28.)

S. B. McCLUNG & Co

DEALERS IN

Hardware, Stoves, Tinware, Lamp Goods, House Furnishings, Furnaces
Plumbing, Roofing, Jobbing, Etc.

Trenton, Ont., *Nov. 1st* 1912

To: _____

Gentlemen: *Montreal*

Enclosed we send you *cheque*

for *One hundred and twenty eight* 48 DOLLARS

		In Payment of Invoice				Cheque	
Oct	2	21	34	Oct	10	128	41
"	8	33	06				1 25
"	15	17	20	"	15	Overcharge	23
"	24	25	60	"	24	Freight	1 10
"	28	36	41			Discount, 2%	2 62
		\$133.61				\$133.61	

Please acknowledge receipt. Respectfully yours,
S. B. McCLUNG & CO.

Form used by S. B. McClung to make payments on goods received. Payments are made every month by cheque.

No 600

Trenton, Ont., _____ 19

Messrs. _____

PLEASE SHIP TO **S. B. McCLUNG & CO.**

THE FOLLOWING GOODS

Terms _____ How Ship _____ When _____

All Invoices payable on 1st of following month by Cheque. No Drafts accepted.

Quantity	Article	Price	Amount	Total

Order Form used by S. B. McClung, Trenton.

Methods of Conducting Fall Stock-taking

Time Should Be Taken in Advance to Count and Ticket the Goods—A Good Arrangement Now Used for Shelf Goods by Many Firms—How Calling-off Is Done—Printed Forms Which Can Be Used to Good Advantage.

Hardware dealers will soon be actively engaged in taking the annual inventory as the time set by almost universal custom for stock-taking is immediately after the Christmas rush or during the month of January.

Stock-taking in a hardware store usually entails a large amount of work. Broken packages need to be counted and many articles have to be weighed or measured. A great amount of time will be saved if the merchant will start to prepare a week or two before stock-taking is actually under way. Spare time can be spent profitably by clerks in counting and ticketing the hundreds of small articles on the shelves of a hardware store. This will save much time later on and will assist in making stock-taking more pleasant.

Some firms start salesmen counting goods from two weeks to a month ahead of stock-taking time. This work need not interfere with business; and tickets are easily changed when goods that have been counted are sold. It also gives the salesman a chance to re-arrange any lines that are in disorder and to have all goods in their proper places, which makes a much easier task for the man who calls off the stock.

Arrangement of Shelf Goods.

Some firms have adopted a plan regarding shelf goods whereby all samples and packages are arranged with the smaller package or article to the left and the larger ones extending to the right. The result is a much better display. For instance, a man is sampling a case for drawer of auger bits. The small 3-16 bit

is placed on the left hand side of the box with the larger ones extending to the right in order of size. This idea can be followed out in a great many ways throughout the store and will add to the appearance of the store as well as assist in keeping stock in better order.

This system makes it much easier for the man calling off the stock and also for the entry clerk as the many different sizes are called off in rotation. It also makes it much better for the price clerk in entering prices on the stock sheets or in the stock book.

Calling Off Stock.

The calling-off of the stock should always be done by an experienced man, as he will very often detect errors that would be overlooked by a person not well posted on the stock.

It very often occurs that at stock-taking goods are found that have advanced greatly in value and through oversight the price has not been changed.

Notes should be taken regarding slow-selling lines and an endeavor made to have them moved. Stock-taking is very valuable for re-ordering as many lines need to be stocked up for the spring trade and the buyer can see by the stock sheets exactly the amount of goods he has on hand.

Guessing Is Dangerous.

Stock-taking is done in a very careless manner by some firms and guessing at quantities is the general rule. This should not be the case as a good and correct inventory is a very important matter with the dealer. It is of great value in case of fire and is looked upon

as being very important by the insurance companies. Much time will be saved if all counting is done before the final calling off, as the entry clerk will lose valuable time if forced to wait while counting is being done.

Stock-taking in the average hardware store occupies from one to two weeks and a large number of dealers have the men working nights during that time.

Consideration is usually given to those who arrive early in the morning to open the store and they do not work as late as the rest.

Preparing the Stock Sheets.

A number of the larger firms have printed forms for stock-taking, on which are stated, in addition to quantities and prices, the name of caller, pricer and entry clerk. It also shows the department in which the goods are kept. In the smaller stores the usual plan is to have a number of stock books and in some places these books are arranged beforehand for certain departments, such as the paint department. In this case the numbers of the paints are entered in order and spaces ruled for quantities and sizes. The entry clerk saves time in this manner and it often proves useful for the buyer who is figuring on the spring paint order.



PRACTICAL SYSTEM FOR PAYING ACCOUNTS.

(Continued from page 27.)

send out cheques to cover the whole of our current indebtedness without waiting for drafts or statements.

The forms we have adopted enable us to handle the buying end of our business with expedition. We always have a copy on hand of the orders we have placed for goods with full information as to quantity and price. This is found a great help in checking over consignments of goods and seeing that we receive everything in the best of order.

We cannot recommend too highly the principle of taking cash discounts promptly whenever possible. The amount may not seem very large at the end of each month in comparison with the inconvenience it may sometimes cause dealers to raise the money but it runs into big figures by the end of the year.

PRACTICAL STOCKTAKING POINTERS.

Spare time in advance should be used in counting and ticketing small articles.

Shelf goods should be arranged according to size, the smaller sizes being placed to the left of box.

Experienced men should do the calling off, as errors are often noted—errors in price, especially.

Notes should be taken regarding slow selling lines.

Quantity should never be judged by guess work.

Printed forms can be secured with name of caller, prices and entry clerk, as well as name of department and spaces for quantity and price.

Some Elements of Successful Advertising

Newspaper Announcements Must Give Readers a Definite Idea of the Article as Well as the Price—Two Advertisements of Same Article Compared—The Difficulty of Tracing Results—Advertisements Should Be Backed Up by Display and Salesmanship.

Advertising in the retail hardware business has been the subject of a great amount of study by dealers who were spending money and not getting visible returns.

Many ideas have been tried out by dealers in order to ascertain how they could get the best returns for money expended in advertising.

The old system, and one used to a certain extent at the present time, was to announce the name of the firm and mention a few lines of the goods carried in stock, and in this way keep the name before the public. This no doubt helped the merchant but the actual returns could not be determined and the dealer was at a loss to know how much profit or how much extra business he was receiving. This was especially true regarding newspaper advertising. Direct returns were often hard to trace.

If a merchant will give some thought to his advertising and make it attractive, at the same time stating a definite proposition to the public, he will find that it is one of the best propositions he can secure to aid him in his business. A large number of merchants complain about their advertising not being on a paying basis, but the trouble lies entirely with themselves. More attention to the methods of the large and successful firms is necessary. Here is a case which illustrates the point. A short time ago an ad. appeared in a daily paper which stated that Blank & Co. had just opened up a nice new line of food choppers and inviting the public to call and see them. The following day the ad. of an opposition store appeared, which, by the way, appears on the same day in each week. In the latter case an illustration of the article was given and also the information that this machine was supplied with four steel plates. Many uses for which the machine was adapted were stated. Attention was also drawn to the fact that the machine was well finished and easily cleaned and that any person desiring to try the machine could do so with the privilege of returning same if not entirely satisfactory. The price which was \$1.48, also appeared in the ad.

There is no question as to which of these two forms of advertising would appeal to the buying public. The first merchant announced in the paper that he had received a shipment of goods and no doubt expected the customers to flock to his store. He was no doubt disap-

pointed, as a large number of people will not go to a store to ask a price on an invitation of that kind.

The second merchant would no doubt receive a large amount of business as he informed the public that they could get an article that should be used in every home and was fully guaranteed and that the cost was exceedingly low. A great many people have no idea of the small cost of many of the useful articles carried in a hardware store and willingly spend their money when an article is brought to their attention in this manner.

One of the great secrets of the catalogue and mail order houses is the fact that the goods are so well described and illustrated, as well as priced, that the prospective customers get a mental impression of an article that appeals to them; and there grows up a desire to buy. If the mail order houses would

describe their goods in the same manner as the first merchant mentioned, it is not likely that their annual business would be very large.

Window Displays Assist.

Window displays and newspaper advertising should be worked together. A good ad. in the daily paper and a good window display, backed up by a staff of salesmen who are thoroughly informed regarding the goods on sale, will bring results.

Merchants should not expect too much from advertising on the start as it is a long, hard pull. Direct results can be obtained by offering goods of merit at reasonable prices through the medium of the daily or weekly newspaper, if presented to the public in the proper manner.

A series of articles will appear in succeeding issues of Hardware and Metal describing the methods of advertising adopted by Canadian hardware merchants and also the results obtained.

LITERATURE IN SPANISH.

Hardware and Metal has received from C. S. Norcross & Sons, of Bushnell, Ill., a copy of a circular printed in Spanish which describes their many styles of garden cultivators and is to be used in their foreign trade department.

AGITATING FOR RAILROAD.

Perth, Ont.—The merchants of this place are agitating for a second railroad to improve their shipping facilities. G. S. James of the firm of James & Reid started the movement in an address at the Oddfellows banquet. Mr. James referred to the many articles shipped from Perth during the year, which included hoisery, drugs, carpets, felt, feed boilers, cheese presses, boots and shoes, wire goods, staples, tacks, woolen goods, children's sleighs, liquors and mica, all being manufactured in Perth, except the mica, which is trimmed here, but mined within a short distance of the town.

DOUBLED WAREHOUSE CAPACITY

Winnipeg, Man.—J. G. Scarfe, vice-president of Scarfe & Co., Brantford, has been here for the last few days. The firm's business has been so large in the West that it has been found necessary to double the warehouse capacity.

SATURDAY SAVINGS at PURDOM'S HARDWARE

Store Open Saturday Till 10 p. m. Prompt attention to mail and phone orders

SPECIAL SALE OF TIN AND GRANITEWARE

TIN PIE PLATES.
8-inch or 9-inch. On sale Saturday. 1c each

ENAMEL WASH BOWLS.
Best imported water blue enamel with grey lining. Regular 30c. on sale Saturday. 15c each

TIN RANGE KETTLES.
8 dozen Regular on each on sale Saturday. 3c each

TEA STEEPERS.
Best quality tin. Regular 10c and 15c. on sale Saturday. 5c each

PRESERVE KETTLES.
14 dozen High-Grade Kettles. 50c each with mottled grey lining. Regular 10c. on sale Saturday. 35c each

Large Round Graters.
Regular 15c. for 1c. on sale Saturday. 5c each

GLASS.
Now is the time to prepare for the cold weather. We have a large stock of Glass at lower prices. Send us your orders.

SAUCEPANS.
10c. 15c. 20c. 25c. 30c. 35c. 40c. 45c. 50c. 55c. 60c. 65c. 70c. 75c. 80c. 85c. 90c. 95c. 1.00 each

TIN PAILS.
4 dozen 10 and 12-quart Tin Pails. 25c. 30c. 35c. 40c. 45c. 50c. 55c. 60c. 65c. 70c. 75c. 80c. 85c. 90c. 95c. 1.00 each

STRANSKEY WARE.
10 dozen small size Genuine Stranskey 17-quart Cooking Irons and Saucepans. Regular 40c. on sale Saturday. 25c each

LIPPED MILK PANS.
Two-quart Tin Milk Cans with 10 on sale Saturday. 4c each

RAISIN SEEDERS.
1 dozen Seeders. Regular \$1.50. on sale Saturday at \$1.10 each

ALUMINUM MANGLES.
Individual. Regular 8c

CROSS CUT SAWS.
Ring Cut Saw. 10c. 15c. 20c. 25c. 30c. 35c. 40c. 45c. 50c. 55c. 60c. 65c. 70c. 75c. 80c. 85c. 90c. 95c. 1.00 each

GALVANIZED TUBS.
Perfectly finished with a guarantee for attaching without three rings. 50c. 75c. 85c. each

GRANITEWARE.
1000 pieces of 16-quart Enamelware to be placed at less than wholesale prices. All to be placed on sale Saturday. Including: Chamber Pails, Water Pails, Teapots and Pots, Covered Saucepans, Baking Kettles, etc.

READY ROOFING.
10-quart King Asphalt Rubber Roofing in rolls of 100 square feet with nail and cement.
1 roll \$1.43 roll
2 roll \$1.43 roll
3 roll \$1.43 roll

Snow Shovels.
25c. 30c. 40c. 50c.

Ash Shovels.
15c. 25c. 40c. \$1.25. \$5.00

Cast Irons.
40c. 50c. 60c. 70c.

Stove Stoves.
40c. 50c. 60c. 70c. 80c. 90c. 1.00

Oil Burners.
\$4.50. \$5.00 each

Landings.
40c. 50c. 60c. 70c. 80c. 90c. 1.00

See West Window for Special Tin and Graniteware Bargains.

The Purdom Hardware Co., Limited
124 DUNDAS, 123 CARLING ST.; Phone 2800, 2801.

An advertisement which gets down to "brass tacks," quoting price as well as illustrating and describing each article.

29

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - Manager
T. B. COSTAIN - - - Editor
GEO. D. DAVIS - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue, Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building, Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE MANUFACTURER AND PARCELS POST.

INDUSTRIAL CANADA, the official organ of the Canadian Manufacturers' Association, has come out in favor of Parcels Post. In the last issue it says:

"After January 1, 1913, Canada will be the only civilized country in the world without parcels-post. On the above date a system will be put in operation by the United States. Many confuse our merchandise rate, by which we can post packages under five pounds weight at the rate of sixteen cents per pound, with parcels-post. The real thing is much better than the merchandise rate.

"The following comparison of postage rates on a parcel weighing eleven pounds shows us how we stand:—

From	Postage.
London, Eng., to Toronto, Ont.	\$.73
Paris, France, to Toronto, Ont. ....	.87
Berlin, Germany, to Toronto, Ont. ...	.90
Hamilton, Ont., to Toronto, Ont.	1.76

"This is not all. In order to send eleven pounds by postage from Hamilton to Toronto it would be necessary to break the package up into three small packages, each weighing less than five pounds.

"In the words of one of Canada's leading lawyers: this country is 'the last, lone sparrow on the chimney top.' "

To those who realize the fact that the interests of the manufacturer and the retail dealer in this matter run parallel, the stand taken by Industrial Canada will appear incomprehensible. The establishment of Parcels Post would stimulate buying from mail order houses at the expense of the local dealer. The manufacturer depends very largely on the dealer for the marketing of his goods. Mail order houses do not as a general rule handle goods sold under the manufacturers brand, preferring to use their own brands. It follows that any change, tending to swell the volume of business done by the mail order house and lessen the trade of the local dealer, is going to prove a detriment to the manufacturer as well as the retailer.

Manufacturers were active in the fight against Parcels Post in the United States. At various times, Canadian manufacturers have expressed their opposition to the measure. The question may well be asked, is Industrial Canada voicing the sentiments of the manufacturers as a whole in thus openly advocating Parcels Post?

A WISE DECISION.

THE decision reached by the Canadian Manufacturers' Exhibitors' Association, Limited, not to give souvenirs at the exhibition to be held at Hamilton during February will be generally accepted as both wise and expedient. Huge sums of money, running well up into five figures, have been expended in past years in the free distribution of costly souvenirs. Manufacturers have vied with each other in seeing who could get out the most attractive article and this has been a very heavy drain.

Under the new arrangement, the money, which would have been spent in this way, will be devoted to other purposes. The exhibition will be made larger and better and the merchant will find a visit there of more practical benefit. It will readily be seen that the money will be better laid out in this way from the standpoint of both manufacturer and merchant.



CLOSING THE BOOKS.

NOW that the year is drawing to an end, dealers will soon be closing their books for the year and taking stock. In view of this contingency, a number of merchandising problems suggest themselves. The totaling up of profits for the twelve months will provide the merchant with material which he can use to good advantage. He will find just where he has stood for the year and what he will be called upon to do next year in order to equal or better the records established in 1912.

An important point is to determine what percentage the overhead expense bears to the total turnover. By finding out each year what the percentage has been, the dealer can decide how to regulate expenditures for the year ahead. If he finds that the percentage is bigger than he deems compatible with a continued profit, he applies the pruning knife to judiciously reduce the expense to a proper basis. If, on the other hand, he finds that the percentage has been low, he will probably feel justified in putting in improvements and otherwise paving the way for a bigger turnover.

In closing the books, it is important also to go carefully into the matter of accounts. Where business is done on the credit basis, it is necessary each year to write off a certain number of bad debts. Accounts still deemed collectable should be kept carefully in sight. Closing the books for the year should be the prelude to an active collection campaign.



REGULATING USE OF GONGS.

HARDWAREMEN who handle automobile accessories will be interested in the decision reached that the use of freak horns and sirens on motor cars and motorcycles in England must be stopped. This step was taken to check the tendency shown by motorists to vie with one another in the production of hideous sounds. Some such regulations would not be amiss in this country. When it is possible to secure gongs or sirens which sound their note of warning in a musical but clear tone, there is no excuse for the siren which blazes out an ear-splitting note or wails like a lost soul.



FUNDAMENTALS OF ADVERTISING.

THERE is nothing mysterious about advertising. It is good, common sense applied in such a way that it tells the public you have something in which they should

be interested, and impresses them with the fact that your store is the best place to buy the article.

Many methods may be adopted by the hardware dealer, such as newspaper advertising, window displays, demonstrations, circulars, billboards and personal letters, but it matters not, if all or only part of these forms of advertising are used, if the merchant desires results, he must state something definite to the prospective purchasers, and create in their mind a desire to wend their way to his place of business, and become acquainted with the good qualities of the article in which they are interested. But the successful merchant does not expect the announcement in the newspaper or letter to complete the sale for him, and he will have his sales force thoroughly acquainted with the lines that are being advertised. When the prospective customer arrives at the store he will be taken in hand by a man thoroughly informed on the subject, and one that can point out in an efficient manner why it would be to the customer's advantage to buy. When newspaper advertising is being done the merchant should have in his store windows a good display of the article he is endeavoring to place before the public, and in addition a well informed sales staff.

With these three strong selling forces results are sure to be obtained.



POINTED EDITORIALS.

If cement can be used right through the cold weather, it can certainly be sold during that period.

* * *

Some clerks are skilful enough to sell a customer something he does not want. But note this. A salesman will sell a customer something he does not want, but which he (the customer) will afterwards find he was in need of.

* * *

When in doubt, blame it on the middleman, seems to be the motto of all who have the time to find fault with present conditions. He is blamed for the high cost of living among other things. In reality, who is there who is harder hit by the high cost of living than the same much-abused middleman?

* * *

The advertisement of a Western dealer, who has become embroiled with a competitor, contains a number of expressions such as "mordant mendacity," "vulgar ostentation," and "bombastic balderdash." This war of weighty words seems to have arisen out of the competitor's habit of announcing bargain lines at extremely low prices. The dealer we quote has made a sweeping indictment of the methods of the other fellow, but we fail to see that it was worth the good money he has spent for the newspaper space.

* * *

Commenting on the high tone in the hardware trade, "Mid-Victorian" facetiously asks: "Can it be that daily contact with ironmongery stirs the depths of human nature in some peculiar way; that cutlery goes with culture and nails with knowledge? It may be so, and that while haberdashery leaves the heart cold, and sugar touches not the soul, contact with enamelled ware begets exaltation." Speaking seriously, there is something dignified about iron. It does not lend itself to levity. Daily contact with metal and products thereof has, we believe, an improving influence.

A Year of Great Growth

CANADA has experienced a year of great growth. Although the past two decades have been marked by remarkable progress and an acceleration of prosperity, which has made, with few exceptions, every year better than the one that went before, the year 1912 has set all past records at naught. The increase over the year before has been more marked and convincing.

Figures give but a bald and colorless conception of what the year's growth has been, but in no other way is it possible to arrive at an accurate estimate.

It is impossible to give a definite statement of the increase in population. Immigration into the West alone, however, will almost certainly run over 300,000. A report just received from the post office department at Ottawa contains the interesting intelligence that during the last fiscal year there were 437 new post offices opened in Canada—an average of more than one a day. If the march of progress is maintained, a few years will see each one a thriving town. The mythological story of Jason and the dragon's teeth is fairly outdone by the developments in the West. While men may not spring from the soil they come from all corners of the earth in numbers that seem almost incredible.

As an evidence of the growth of trade, we have the fact that imports from the United States have passed the million-dollar-a-day mark. This is practically double the import total of a few years ago, but the growth cannot be attributed to an increase in the strength of American manufacturers on the Canadian market, as one might at first suppose. The output of Canadian manufacturers has shown an even greater increase than American imports. Summing it up, therefore, the only conclusion to be drawn is that the demand in this country has grown out of all proportion to what it was a few years ago.

Under the circumstances, one does not wonder that the past year has been a brisk and prosperous one in the retail trade. There has been plenty of money in circulation and people have shown a tendency to buy freely. The tightness felt in financial circles during the past few months has not yet been reflected in trade. It is doubtful if it will reach the consumer, as the causes are acknowledged to be temporary; and, in the meantime, business is proceeding in thoroughly satisfactory volume.

Turning to the future, the prospects are all that business will continue quite as active as it has been in the past. In gleaning opinions on this score, one meets few who regard the future in even a mildly pessimistic vein. Optimism is the prevailing note.

Getting down to facts, there is no reason why this should not be the case. Crops have been good, the development in the West has been more marked than ever before. Vast structural work has been planned for carrying out next year. No loophole has been left for hard times to creep in.

There are tangible evidences on every hand of the confidence that manufacturers are placing in the future—new plants in course of erection, extensions, improvements of plant and product. The railroad construction work alone is sufficient to insure the continuation of a brisk tone.

Window Display Suggestions

Cutlery
Earthenware

Good Examples of Window Trimming by L. A. Phaneuf, of Moose Jaw—The Use of a small number of Articles Brings a Most Satisfactory Result in Point of Sales—Some Pointers With Reference to Construction.

No. 6.

The displays reproduced contain valuable suggestions for the use of certain staple hardware lines in window trims.

To the left is shown a display of earthenware. The outstanding feature of this display is the fact that a very small assortment of stock was used. About two dozen pieces in all were shown in the window. The background looms up strongly as a result. In arranging the background, the window trimmer went to a great deal of trouble, producing an effect both original and striking. At first glance, it may appear that the small quantity of stock displayed would hardly justify the use of so much time and material in the arrangement of the background. This, however, proved a source of strength, for attention was focussed on the articles to an unusual degree. It's a homely old saying but a true one—"the proof of the pudding is in the eating." In this case, the display attracted a large share of attention and brought many sales in earthenware lines.

A few details of the construction will be interesting. The background was

pleated cheesecloth with strips of white and brown crepe paper. The brown strips were the same shade as the earthenware displayed. The addition of two large palms in brass fern pots added a distinctive touch of color.

The different lines shown were priced and at the side was a showcard with the statement, "This ware will stand the heat."

Simplicity was the keynote of this display. It brought the results.

A Cutlery Suggestion.

The display to the right is exclusively of cutlery, quite an assortment of goods being shown, including shears, pocket knives, razors, safety razors, shaving accessories and butcher knives.

The background was of green with white trimmings. Good use was made of the background by showing various articles and manufacturers' lithographs.

One of the main features of the display was the shaving accessory showing in the centre. Goods were shown on five pedestals which presented the ap-

pearance of pyramids, this effect being secured by draping crepe paper from the top of each pedestal to the floor.

In this instance, good use was made of small window space.

The two displays shown were the work of L. A. Phaneuf, with A. Latham, Moose Jaw. Other examples of Mr. Phaneuf's clever work have been shown at various times in Hardware and Metal.



PRIZE CONTEST FOR CHILDREN.

Kamsack, Sask.—Carment's hardware is running a prize contest which is being advertised in the local paper. The contest is confined to boys and girls under sixteen years of age. A fruit jar has been filled with beans and one guess is allowed for every cash sale amounting to 25 cents. Four prizes are offered running in value from one to four dollars, to be taken out in goods, the selecting of which may be done by the winners. The contest closes at 4 p.m. on Dec. 24.



An effective display of earthenware.



A neat display of cutlery and shaving supplies—This demonstrates the good results which can be obtained in small windows.

Exhibition Will Be Largest in America

This Claim is Advanced by Officers of the Canadian Manufacturers' Exhibitors' Association—Decision Reached That No Souvenirs are to be Given This Year—List of Manufacturers Who Have Already Secured Spaces.

The assertion is made by one of the officers of the Canadian Manufacturers' Exhibitors' Association, Limited, that the exhibition to be held in Hamilton in February at the same time as the annual convention of the Ontario Retail Hardware and Stove Dealers' Association will prove the largest of its kind in America. No expense is being spared to make the exhibition of extreme practical interest and in point of size it will outdistance anything yet held in Canada. Whether the claim, that it will establish itself as the premier hardware exhibition of America, will be borne out remains to be seen. Certainly, however, the officers are filled with confidence and they are working hard to attain that end.

An important decision has been reached with reference to souvenirs. It has been decided that none of the exhibitors will give away souvenirs this year and the money, which would otherwise be spent in that way will be devoted to the improvements of the exhibition and for educational features. In previous years, the amount of money spent to supply souvenirs has been enormous. It would be difficult to fix any definite estimate but the money devoted to this purpose by the exhibitors would run into five figures and would probably be nearer \$20,000 than \$10,000. While the bulk of the articles given away have found their way to hardwaremen there has always been a certain percentage handed away to the public. The view is now taken that this money could be spent in a better way for the instruction or entertainment of the visiting hardwaremen.

Invitations Received.

The manufacturers have received invitations from the Western, Quebec and Maritime associations to show in the cities of Winnipeg, Montreal and Halifax respectively. It is not likely, however, that more than one exhibition will be arranged this year. In fact, this can be stated as a practical certainty, owing to the great expense involved.

The expense this year is proving particularly heavy, as there is a great deal of initial expense to be met. For instance, the booth equipment being provided this year will be used in succeeding years but the complete cost of same must be borne this year.

A Trip to Niagara.

A suggestion has been received to the effect that the Exhibitors' Association

should charter a train and take the hardwaremen to Niagara Falls and back on the afternoon of the last day of the convention. This suggestion has not yet been considered by the directors.

A big feature of the week will be the banquet to be tendered to the hardwaremen at the convention. It is expected that 600 will be present. No decision has yet been reached as to the place where the banquet is to be held but a very large hall will be required for the purpose.

Spaces Being Taken Up.

From present indications, the difficulty is not going to be to secure enough exhibitors to fill all the booths but rather to find booths for all who wish to exhibit. Already a large number of booths have been let.

Among the firms who have secured booths to date are:—

Stratford Mfg. Co., Stratford, Ont; Onward Mfg. Co., Berlin, Ont; H. W. Johns Manville Co., New York; John Morrow Screw Co., Ingersoll, Ont.; Sherwin-Williams Co., Montreal; Tobin Arms Mfg. Co., Woodstock; Gutta Percha & Rubber Co., Toronto; Jas. Stewart Mfg. Co., Woodstock; Lufkin Rule Co., Windsor; E. C. Atkins & Co., Indianapolis, Ind.; McClary Mfg. Co., London; Canadian Shovel & Tool Co., Peterboro; Canada Paint Co., Montreal; Ontario Lantern & Lamp Co., Hamilton; Gillette Safety Razor Co., Montreal; Hall Zryd Fdy. Co., Hespeler; Boeck Bros., Toronto; Dunlop Tire & Rubber Goods Co., Toronto; Pease Foundry Co., Toronto; Hamilton Stove & Heater Co., Hamilton; Canadian Heating & Ventilating Co., Owen Sound; Taylor-Forbes Co., Ltd., Guelph; Moffatt Stove Co., Weston; Dominion Register Co., Toronto; S. F. Bowser & Co., Toronto; International Varnish Co., Toronto; Cummer-Dowsell, Ltd., Hamilton; Brantford Roofing Co., Brantford; Clare Bros., Preston; Dennis Wire & Iron Works, London; Steel Co., of Canada, Hamilton; Lowe Bros., Ltd., Toronto; Lundy Shovel & Tool Co., Peterboro; Erie Basket Co., Leamington; Delhi Glove & Mitt Co., Delhi; D. Maxwell & Sons, St. Mary's, B. Greening Wire Co., Hamilton; Ware Mfg. Co., Toronto; Canadian Potato Machinery Co., Galt; Geo. C. Kaitting & Son, Galt; Canadian Tap & Die Co., Galt; Benjamin Moore Co., Ltd., Toronto; Oneida Community, Oneida;

Greening Wire Co., Hamilton; Gurney Fdy. Co., Toronto; Northern Aluminum Co., Toronto; J. H. Connor & Son, Ottawa; D. Moor Co., Hamilton.



Hardware Letter Box

Tin Foil.

Chas. Sargent, Claremont, Ont.—“Kindly advise me what firms manufacture tin foil for roping bottles.”

National Drug and Chemical Co., Toronto, or any other wholesale drug firm.—Ed.

Pattern Drafting Tools.

W. E. Conner, Morden, Man.—“Kindly advise me where I could procure and also approximate cost of a set of tools for pattern drafting.”

Eugene Dietzgen, 116 Adelaide Street West, Toronto; Keuffel & Esser, Montreal, Que. These can be procured anywhere from \$3 to \$15. The usual price we understand is about \$7.50.—Ed.

Pumping Engines.

D. Mistele, Rodney, Ont.—“Kindly advise me what firms manufacture a small pumping engine using crude oil as a fuel.”

Canadian Fairbanks-Morse Co., Montreal, Toronto.—Ed.

Milk Bottles.

Cunningham Hardware Co., New Westminster, B.C.—“Please give us the address of manufacturer of one pint and one quart milk bottles such as are used by sterilized milk vendors.”

Diamond Glass Co., foot of Dovecourt Road, Toronto.—Ed.

Titan Wire Stretchers.

B. G. W. Co.—“Can you inform us where Titan Wire Stretchers can be obtained?”

Can any of our readers give this information?—Ed.



CORRECTION IN AD.

Attention is drawn to the ad. of Canada Steel Goods Co., Hamilton, on page 8 of last issue of Hardware & Metal in which the last line should have read Makers of Crescent Brand Butts and Hinges.



Most people would be willing to shop early if there were any real inducement to do so. Get your Christmas stocks well displayed in the store and then offer them some leader that will bring the people to the store.

Christmas Trade in the Tool Department

There is Always a Large Demand for Kits of Tools for Men and Boys—The Advent of the Automobile Has Helped to Interest men in matter of Tools—The influence of Manual Training Schools.

The Christmas rush will soon be over, but for the next eight or ten days a large amount of business will be transacted. The retail hardware merchant will have scores of customers looking for suggestions as to what would be suitable for Christmas gifts for men and boys. It is surprising the large number of customers that do not purchase until a few days before Christmas, and the merchant who is ready for this rush with a well informed sales staff that can offer suggestions, is the one that will roll up profits and gain satisfied customers by helping them in solving the perplexing problem as to what is a suitable gift for a man or boy.

The Christmas trade of the last few years has been the means of causing the hardware dealer to give more thought to the various departments in his store at this important season of the year, and endeavor to secure his share of the Christmas trade.

In this connection the tool trade in a great many of our large and progressive hardware stores has increased to a great extent. The introduction of the manual training system into our public schools, and collegiate institutes, has caused a great interest to be taken in mechanics' tools, especially by the young men and boys.

Advent of Auto Helps.

The advent of the automobile has also opened up a new field for a large and profitable business in the tool department. Professional and business men are becoming interested in the mechanism of their auto, and men that were rarely seen in a hardware store a few years ago, can be found buying tools to do odd jobs and taking a great interest in the tool department of the hardware stores. A large number of professional men have fitted up work shops in their homes and one doctor was heard to say a short time ago that the best recreation he had was an hour spent in the workshop occasionally.

If a professional or business man starts to gather a kit of tools he is usually a good buyer and is not satisfied until he has a complete set. As new and improved tools are continually being produced it rests with the hardware dealer to bring them to the attention of these customers.

The Christmas season affords a good opportunity for the hardware dealer to push the sale of tools. There is nothing more acceptable or useful than a kit of

tools for a man or boy, and these may be made up to suit the pocket of all customers. A large number of people in giving a tool kit as a Christmas gift to a boy, do so with the intention of adding to it from year to year, and opens up a new source of business for the dealers. It usually follows that the person that is presented with a kit of tools at Christmas will add to it himself throughout the year and many dollars that in the past have been spent for other things will be used for the purchase of tools.

It is, therefore, up to the hardware dealer to push the sale of tools and offer suggestions as to the usefulness of a present of this kind. The sales staff should be well informed and be in a position to suggest the kind of tools that would be appropriate for the person that is to be the recipient whether he be a scholar, machinist or professional man.



Many men are so busy fussing around with petty details that the other fellow lands all the big things. This is noticeable around a great many hardware stores to-day.

Proprietors and managers who have not introduced system into their business have so much of their time taken up in small things around the store that the big things slip by unnoticed.

It has often been said that the small things in life and business are the ones that count, and this is very true in many cases, but it does not necessarily mean that the small things in business have to be done by a man whose time can be used to advantage in going after larger.

The up-to-date merchant will have a system in his store whereby much of the petty detail will be attended to by men in his employ, whose time is not or should not be as valuable as the time of the merchant. It is true that the time of all employees is valuable, but men

Judging from communications received, this department is creating a wide interest. To develop it along practical lines, contributions are solicited from merchants and salesmen.

should be graded according to their ability. A store without system, and where all the responsibility is placed on one man is full of leaks, and is greatly in need of repairs. An employe without responsibility of some kind in connection with a business will not give the service that would be given providing he felt that some confidence was placed in his efforts. The majority of men have a feeling of capability, and the wise merchant who wishes to get the best efforts out of his men will, place on them certain responsibilities that will make them feel as though they are part of the business. The employe who feels that a certain portion of the success of the business depends on him is always much more willing and enthusiastic than the man who is afraid to do anything of his own initiative for fear of making an error. The placing of responsibility on men therefore is a very important part in the hardware trade of to-day. It produces better men, adds to the efficiency of the store and gives the dealer time to plan bigger things ahead. Did you ever notice the action and expression of the young boy who had just started in to learn the business, when he was sent out with the responsibility of getting a ten-dollar bill changed, or did you ever take note of how careful and painstaking the young clerk was when given the responsibility of taking stock of the paint? If these little things have escaped your notice, try them out and place some of the petty detail you are now attending to, on the shoulders of some of your men and see the results.

The merchant will find that he can produce better salesmen, who will have confidence in themselves as well as in their employer, and much valuable time that is now leaking away will be used to advantage in getting after bigger things that will add profit, as well as efficiency to the store system.

AXE FACTORY BUILDING BLOWN DOWN.

St. Catharines, Ont.—During a heavy windstorm here a large two-storey building in course of erection for the Warren Axe & Tool Co. was almost completely destroyed. The building, which was 130 feet long and a two-storey structure, was to have been completed by January 1.

REPRESENTING GERMAN FIRM.

Toronto, Ont.—H. E. Johnson, who has represented the Smith Hardware Co., Montreal, for the last three years, severed his connection with that firm on December 1, and is now Ontario agent for Hupfeld Ludecken & Co., an extensive German line, and also the Ohio Shovel and Stamping Co., and the Cochran Pipe Wrench Co.

Complete Course of Sheet Metal Work

By L. W. KOSER

On Plate 33 we show how to develop the patterns for a bath tub.

Fig. 1 is a side elevation.

Fig. 2 is a half plan view. Fig. 7 a correct plan of the top rim.

First draw the elevation, A-B, C-D, Fig. 1.

Then the horizontal line E-F and regarding this a centre line, draw one half of the plan C-H, I-J and K-L-M-N.

Divide the curve of the bottom M-N into any number of equal spaces and the curve of the top I-J into the same number of equal spaces.

Connect them with heavy lines and draw dotted lines from the points on

the inside lines to the next highest point on the outside lines.

Treat the tail piece the same way.

Extend the line C-D, Fig. 1, on either side for a base line for the triangles.

Erect the line X-Y.

From Y lay out each of the full lines of the head piece as N-J, 2-2, etc., shown by Y-J, Y-2, etc.

Now erect the line O-P and from the P lay off each of the dotted spaces as shown by P-2, P-3, etc.

Now carry vertical lines from J-2-3-4-5 and I of the outside curve, Fig. 2, up until they cut the line A-B of Fig. 1.

Then carry horizontal lines from each

of these points out to the lines Y-X and P-O.

Then draw full lines from each of the points on X-Y to the points on the base line having the corresponding number.

Then draw dotted lines from each of the points of the line O-P to the point on the base line having the next highest number; this gives the diagram of full and dotted lines for the head piece.

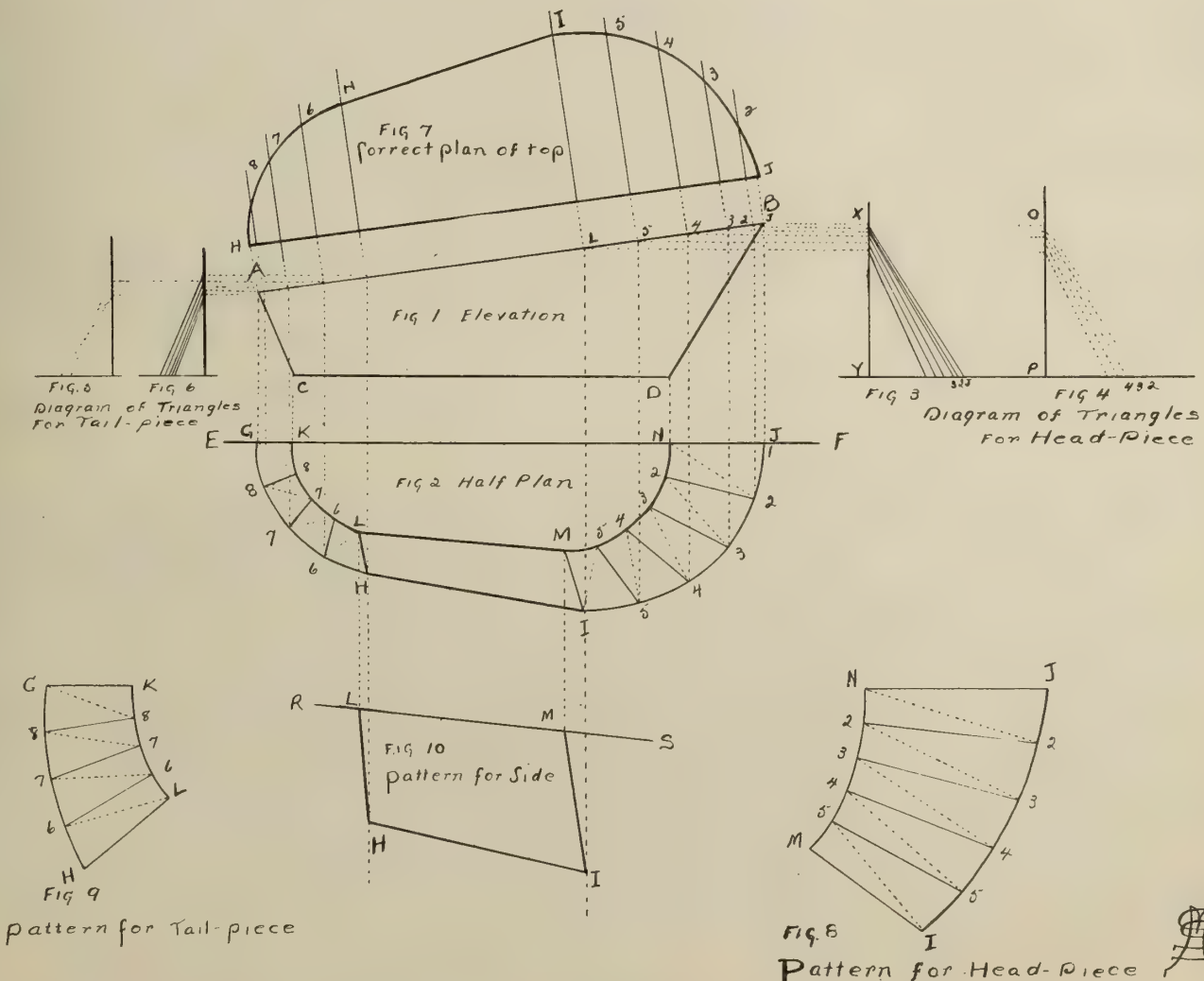
Develop the diagram of triangles for the tail piece in the same manner.

The outside line of the plan is not a correct plan of the top rim of the tub as this top rim, it will be noticed by

(Continued on page 38.)

PATTERNS FOR BATH TUB

33



Progressive Hardware Retailing

A Table to Simplify the Determining of Profits—Christmas Methods of Many Firms—A. T. Binns Sends Out Literature in Each Parcel—Unique Idea for Sporting Goods Window Display.

ADVERTISING THE TOY DEPT.

Orillia, Ont.—McNab Bros., of Orillia, are displaying a large, beautiful dressed doll in one of their windows. A large card in the window informs the passer-by that it is to be given free to the girl securing the largest number of votes in a stated time. One vote is allowed with each fifty cent purchase, and the young folks appear to be taking a great interest in the contest.

This enterprising firm are also exhibiting a skate display in one window that is attracting attention. A large sheet of glass has been frosted, giving it the appearance of ice and this has been laid flat in the window. Two hockey teams are on the ice, and the players are made up by using dolls and dressing them in costumes representing hockey players. Miniature sticks and puck are used, and the balance of the window is dressed with skates, sticks and other seasonable goods.

FIGURING PROFITS.

Request has been made for a table to enable the merchant to fix his selling price to cover cost of doing business and profit. The accompanying table will be found suitable for this purpose.

Suppose, for instance, a dealer's cost of doing business is 15 per cent. of sales and he marks his goods at 25 per cent. advance above laid down cost, his net profit would be 5 per cent. on sales, as is shown in the table.

To illustrate with a concrete example: Supposing he does a business of \$20,000 annually; the cost of doing business which includes rent, taxes, insurance, lighting, fuel, wages, advertising, etc., is \$3,000, or 15 per cent. of sales; and he marks his goods at an advance of 25 per cent. on laid down cost—or in other words, goods which cost him laid down \$16,000 he adds 25 per cent. to and sold for \$20,000—he would then receive \$4,000 more than he paid for the goods. He paid, however, \$3,000 for rent, wages and other expenses so that the net profit would be just \$1,000, which is 5 per cent. of total sales.

This is a table which every dealer should keep on file.

WRAP CIRCULAR IN PARCELS.

Newmarket, Ont.—Binn's hardware of Newmarket, Ont., have issued a pamphlet for enclosing in parcels, with a view to increasing the Christmas trade. The pamphlet measures 6 x 8 inches,

and is headed "Xmas Suggestions." Attention is drawn to the fact that many useful gifts may be obtained at the hardware store, and lists of suitable presents are named under the headings of mother, father, brother, sister and "For the Kids." A request is also made for customers to leave their name for the 1913 calendars.

ISSUE CHRISTMAS CIRCULAR.

Orillia, Ont.—The Orillia Hardware Co., have issued a sheet measuring 12 in. by 17 in., for helping to attract the Christmas trade. It is printed on yellow paper and is headed in large type with the words, "Not a minute to lose, we want to see you, for Christmas buying." An illustration shows a family at the Christmas dinner, and attention is called to the many lines of cutlery and other goods that are suitable for Christmas gifts. Stoves, skates and irons are also illustrated at the bottom of the sheet and the public are advised, "We are at your service for general buying all the time, but for Christmas presents in our line, we can show you something useful, handsome and cheap."

Table For Figuring Net Profits

IF

your cost of doing business *figured on sales* is represented by any one of these percentage figures

AND

you mark your goods above laid down cost at any one of these percentages (bold-faced type)

THEN

your percentage of net profit on sales, or in other words your clear gain over and above your cost of doing business, is represented by the figure at the junction of the two columns.

		PER CENT															
		10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
PER CENT	25	10	9	8	7	6	5	4	3	2	1	0	LOSS	LOSS	LOSS	LOSS	LOSS
	33 $\frac{1}{3}$	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
	40	18 $\frac{4}{7}$	17 $\frac{4}{7}$	16 $\frac{4}{7}$	15 $\frac{4}{7}$	14 $\frac{4}{7}$	13 $\frac{4}{7}$	12 $\frac{4}{7}$	11 $\frac{4}{7}$	10 $\frac{4}{7}$	9 $\frac{4}{7}$	8 $\frac{4}{7}$	7 $\frac{4}{7}$	6 $\frac{4}{7}$	5 $\frac{4}{7}$	4 $\frac{4}{7}$	3 $\frac{4}{7}$
	50	23 $\frac{1}{3}$	22 $\frac{1}{3}$	21 $\frac{1}{3}$	20 $\frac{1}{3}$	19 $\frac{1}{3}$	18 $\frac{1}{3}$	17 $\frac{1}{3}$	16 $\frac{1}{3}$	15 $\frac{1}{3}$	14 $\frac{1}{3}$	13 $\frac{1}{3}$	12 $\frac{1}{3}$	11 $\frac{1}{3}$	10 $\frac{1}{3}$	9 $\frac{1}{3}$	8 $\frac{1}{3}$
	60	27 $\frac{1}{2}$	26 $\frac{1}{2}$	25 $\frac{1}{2}$	24 $\frac{1}{2}$	23 $\frac{1}{2}$	22 $\frac{1}{2}$	21 $\frac{1}{2}$	20 $\frac{1}{2}$	19 $\frac{1}{2}$	18 $\frac{1}{2}$	17 $\frac{1}{2}$	16 $\frac{1}{2}$	15 $\frac{1}{2}$	14 $\frac{1}{2}$	13 $\frac{1}{2}$	12 $\frac{1}{2}$
PER CENT	75	32 $\frac{2}{3}$	31 $\frac{2}{3}$	30 $\frac{2}{3}$	29 $\frac{2}{3}$	28 $\frac{2}{3}$	27 $\frac{2}{3}$	26 $\frac{2}{3}$	25 $\frac{2}{3}$	24 $\frac{2}{3}$	23 $\frac{2}{3}$	22 $\frac{2}{3}$	21 $\frac{2}{3}$	20 $\frac{2}{3}$	19 $\frac{2}{3}$	18 $\frac{2}{3}$	17 $\frac{2}{3}$
	100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

This is a valuable table for determining net profits when cost of doing business is known. How to figure profits is shown by the explanation on the left.

Current News of Hardware Trade

New Factory to be Erected.

The Medicine Hat Pump and Brass Co. have taken out a building permit for the erection of their factory in Section M, Rosedale, near the Wetaskiwin Bedding Co. site. The building is to be 100 feet deep by 155 feet long and one storey high and will cost in the neighborhood of \$25,000.

New Explosives Factory.

North Bay, Dec. 2.—The Energetic Explosives Co., whose factory was recently destroyed by explosion at Haileybury, is said to have purchased one hundred and sixty acres of land on the shores of Trout Lake for the purpose of erecting a factory for the manufacture of explosives.

Fire in Medicine Hat.

Medicine Hat, Alta.—The most disastrous fire that Medicine Hat has yet experienced resulted in the total destruction of three places of business and one office and included the hardware store of Birnie Bros., which is a total loss. Birnie Bros. have opened temporary offices over the McKewall harness shop.

New Aluminum Foundry.

Ottawa, Ont.—An aluminum, brass and bronze metal foundry is being erected in Hintonburg by the American Casting Co., Ltd. There are to be eight furnaces for melting, and the foundry when in full working order will give employment to about 100 men. Operations are expected to commence about the first of the new year.

Will Build New Store.

Beaverton, Ont.—W. Glassford, of the firm of W. Glassford & Co., who bought complete control of the hardware business a few years ago, has purchased the old town hall property on the front street, 67 by 160. He will erect a modern hardware store in the spring 60 feet wide by 50 feet deep and will use the old town hall as a store house. The new store will be thoroughly modern in construction and equipment.

Business Changes.

Edson, Alta.—The stock of A. W. Miller, hardware dealer, has been taken over by Holstein & Joel.

Fordwich, Ont.—J. W. Rata, formerly of Tavistock, has bought out Fred Adams, of Fordwich.

Lucknow, Ont.—Bell & Dowse have bought out W. Ford, hardware dealer at

Lucknow, and R. E. Duffy, formerly with Jelly, of Shelburne, is managing the business for them.

Fort Frances, Ont. — The American Hardware Co., Minneapolis, have taken over the hardware store of H. A. Mackenzie.

New Retail Firms.

Montreal, Que.—W. P. Brennan, formerly of Ste. Therese, has opened a hardware store at 196 Bernard Street.

Montreal, Que.—R. Gardner has opened a fine new hardware store at 348 Decarie Boulevard, Notre Dame de Grace.

Personal Notes.

Wm. Copping of Joliette was in Montreal last week.

W. S. Leslie has returned from Europe, where he has been for the past two months.

G. M. Edwards, of Brandram-Henderson, Ltd., was a visitor at the Toronto branch this week.

Harold Brown, of Wood, Vallance & Co., Hamilton, was a business visitor in Toronto this week.

F. Orr Lewis, president of the Canadian Vickers, Ltd., has left on a business trip to Europe.

R. Wade, of the Gravenhurst Hardware Co., Gravenhurst, Ont., was in Toronto this week on business.

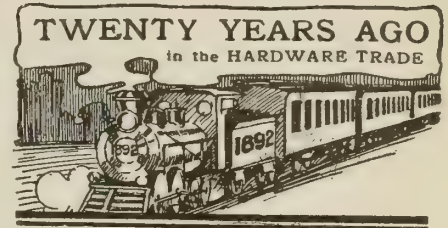
Among the visitors to Montreal during the past week were J. A. Paquin, of St. Eustache, and Z. Beauchene, of Gentilly.

A. L. Dawe, of Edward Lloyd, Ltd., is sailing for Europe on December 17 and will return after the Christmas holidays.

J. C. Newman, manager of the Montreal branch of the McClary Mfg. Co., has left to attend a meeting of managers at Toronto.

Friends of A. D. Cantin, traveler for Lewis Bros., Montreal, will be glad to hear that he is getting along well after his recent accident and expects to be around again and in harness in a short time.

H. A. Bernier has purchased his silent partner's interests in the Bernier Hardware Co., Montreal, and is now sole proprietor. The business will be continued under the same name. Some improvements are already being made on the interior of the store.



The following items are taken from the issue of Hardware and Metal of December 17, 1892:—

“The new hardware store of Falconer & Martin, Deloraine, Man., is now finished, and has been opened for business. The new building is a fine structure, 150 by 40 feet.

Editor's Note.—The business is now conducted under the firm name of A. J. Falconer & Co.

* * *

“Charles Comer, formerly with Muckleston & Co., Kingston, is home on a visit. He is engaged in the hardware business at Calgary, N.W.T.”

Editor's Note.—The store of the Comer Hardware Co., ranks to-day among the best in Calgary.

* * *

“Benny, MacPherson & Co., Wholesale hardware merchants, Montreal, have dissolved.”

Editor's Note.—Robert Benny continued the business for some time. A. Macpherson, the retiring partner, entered into partnership with his son, A. Gordon Macpherson, under the style, Alexander Macpherson & Son, as general merchants at 378 St. Paul street, Montreal.

* * *

“There is to be a division of interests in the foundry business of the E. & C. Gurney Co., Limited, which at present has establishments in Hamilton, Toronto, Winnipeg and Montreal. The Hamilton business will be distinct from Toronto and other branches hereafter. For the purpose of purchasing the Hamilton foundry, letters of incorporation have been applied for. The new firm is to be styled Gurney, Tilden & Co. Limited. The Toronto branch of the business is to be purchased by the Gurney Foundry Co.”

Editor's Note.—The Gurney, Tilden Co. became the Hamilton Stove and Heater Co., a little over two years ago.

Weekly Market Report --- Metals

METAL NOTES.

The chief feature of the metal market is the inability of mills to supply bars and sheets in promised time. It is said that some orders, promised in six weeks' time, will not be delivered in less than six months.

Business in all sections is reported extremely brisk.

An advance in bar iron is reported in Toronto.

MONTREAL.

Montreal, Dec. 12.—With the end of the year in sight matters in the metal market are not showing any pronounced activity. On the contrary, things are comparatively quiet, and the slack season which is always in evidence around this time of the year may be said to have arrived. Not that business is poor—for it seems from all accounts that the amount of business being done is well above the average for the time of year. With the amount of building that is going on at the present time, business cannot help but be good and as all indications point to a continued and even increased activity in this direction, the outlook is certainly bright. The year now drawing to a close has been a big one, a good deal bigger than was anticipated, and a very great increase in the amount of business done over previous years has been noted. Next year shows good signs of following along the same road, and manufacturers are preparing for a banner year.

Tin.—Following the drop in price of tin which was noted last week, tin is again reported as being somewhat weaker. No further drop in price has taken place but conditions are forming which would warrant such an occurrence unless a change takes place. Business reported as fair.

Spelter.—Although supplies continue plentiful, and the price none too firm, spelter still remains at the same figure as during the past few weeks. No price changes have been heard of in this direction.

Soil Pipe.—In spite of the fact that winter is now here, the demand for soil pipe continues good. The action taken by the sanitary inspector of Montreal forbidding the use of Scotch soil pipe on the plea that it does not conform to the by-laws, does not appear to have had much effect. It is said by Inspector Dore that the Scotch pipes do not have the weight marked on them as specified by law, that they are not moulded in one piece, and that they have screws inserted which might cause trouble later. It is stated by others, on the other hand

that these Scotch pipes have just as good wearing qualities and are in every way as serviceable as any other. At all events the decision does not appear to have had much effect.

Copper.—The copper market is quiet at the present time. Not much business is reported in this line, and quotations remain the same as last week.

Plates and Sheets.—The scarcity of these is even more in evidence than it was a week ago. Prices are very firm, but no changes have been noted. An advance here, however, would not be unexpected before very long.

Lead.—Lead has been in fair demand at the same prices as last week. No very great amount of business has been done, but has been up to expectations for the time of year.

TORONTO.

Toronto, Dec. 11.—The metal market remains unchanged except in the case of bar iron, where a slight advance has taken place. Business is brisk and no cessation is expected during the winter months. There is no marked movement in any line of ingot metals.

The position of bars and sheets is extraordinary, and mills which promised delivery in six weeks a short time ago now find that they cannot undertake to deliver goods inside of six months. This is causing some friction between buyers and sellers and many complaints may be heard among the trade as a result.

A large number of the jobbers in metals take stock in December and preparations are now being made for this important undertaking.

Tin.—Stocks are not heavy and prices remain unchanged. The demand is good at the present time.

Iron.—There has been a slight advance in the price of iron and the demand has been very heavy. Stocks are light and manufacturers and jobbers are having difficulty in filling orders for some sizes. Mills are very far behind and find it impossible to make delivery on time.

Plates and Sheets.—No price changes are reported and the market is in much the same condition as last week. Supplies are scarce and business is good.

A COASTING DISPLAY.

St. John, N.B.—The windows of local hardware dealers are showing the life and action of the holiday season and some of them are rich and striking in design and trimming. A wide assortment of goods is being featured and the windows vary considerably in the lines which are being featured. T. McAvity & Sons had a particularly attractive sled and framer window in this week, which

drew the attention of hundreds of passersby and which spelt dollars in capital letters in connection with that department. They used two windows in the display, throwing them into one, and this they filled with sleds and framers in endless variety. The floor space was for the most part given over to a long double-runner, and at the "helm" of this, apparently coasting down a favorite hill, was a dummy of a young colored boy, rigged out in winter apparel, even to the moccasins and heavy socks. Behind him, as if holding on to the sides of the sled, were seated ten or twelve large dolls and teddy bears, and the only card or other accompaniment in the window was the illustrative phrase on one, as if coming from the mouth of the colored lad in the enjoyment of his coasting, "By golly, dis am de sport! Jump on, fellers!" The window, as has been said, called the attention of large numbers of passers-by and even though there was no snow or ice upon the ground was the means of getting good returns in the order list for the Santa Claus deliveries.

COMPLETE COURSE OF SHEET METAL WORK.

(Concluded from page 35.)

A-B, Fig. 1, is on a slant. Therefore, before developing the pattern it becomes necessary to get a correct plan of this top.

Above A-B, Fig. 1, draw a line H-J parallel to A-B.

Carry a line from each of the points on A-B and at right angles to it, cutting the line H-J of Fig. 7 and extending up indefinitely, make the perpendicular distance from the point to the line H-J of Fig. 7 equal to the perpendicular distance point 2 is from the line E-F of Fig. 2.

Likewise make each of the other points on Fig. 7 the same distance from the line H-J as they are from the line E-F of Fig. 2.

The patterns for the head and tail pieces are now developed the same as the transition piece in the last lesson.

To get the pattern for the side draw a line as R-S, making it parallel to the bottom line of the plan L-H, Fig. 2.

Drop vertical lines from point L and M, Fig. 2, until they meet this line.

Also drop vertical lines from point H and I, Fig. 2, cutting through R-S and extending down indefinitely.

Set the compass to H-I of Fig. 8 and with M, Fig. 10, as centre, cut the dotted line at I. Connect H-I.

In the same manner make L-H of the tail end equal to L-H, Fig. 9.

Allow for flanges and folds.

Weekly Market Report --- Hardware

HOLIDAY RUSH ON.

Business has been particularly heavy in holiday goods but spring booking is also being done to some extent.

Jobbers report that their volume of sales is unusually satisfactory. Trade now being transacted will round out a good year.

MONTREAL.

Montreal, Dec. 12.—With the approach of Christmas, those lines which are suitable for trade at this time of year are showing great activity. It is said that the number of dealers handling such lines as art brass, silverware and cut glass are far more numerous than in former years. These lines can be carried to advantage by most dealers throughout the year and at this season of the year especially there are very few who do not lay in a stock of some goods of this description. The demand for such lines as skates, hockey sticks, pucks and so forth is said to be exceptionally brisk, and it may be hard for the wholesalers to fill orders which are left to the last moment. From now until the beginning of the new year not much activity can be expected in the hardware line. Sorting up orders for Christmas will, of course, be numerous but business for the year is for the most part done and if the business to be done next year continues to show the promise that it does at the present time, there will be no cause for complaint.

It is somewhat unusual to be able to report that no price changes have been received since last week. Price changes in many lines have been made during the past weeks and almost in every case these have been in an upward direction. It is therefore a relief to see a week pass without any advances.

Sporting Goods.—The recent cold weather has caused a great demand for skates, hockey supplies, snowshoes, etc. Winter has arrived in all parts of the country, and the hockey teams are all getting out to practice and hardware men are making the most of their opportunities.

Builders' Hardware.—Until recent years, building operations were almost completely suspended during the winter months, but nowadays work is rushed right along in all weathers. At all events, the recent cold weather does not seem to have stopped the steady volume of business in builders' hardware, and

a large number of orders are still being received.

Lumbermen's Supplies.—The demand here continues good. Axes, chain, cant hooks and similar lines are in good demand. The cold weather will also be a blessing to the lumbermen and will enable them to push forward their operations with the result that the hardware trade will benefit.

Seasonable Goods.—Here again the cold weather has caused an increase in the volume of business. The demand for sleigh bells is said to be very great at the present time; while snow shovels, weather strip and similar lines are also moving very freely.

TORONTO.

Toronto, Dec. 11.—Trade is brisk in cutlery and Christmas goods and it has no doubt been helped by the colder weather of the past few days. Cutlery sales have been very heavy and sporting goods also occupy a prominent place on the list of articles that are now selling.

Booking is very heavy and jobbers all show a large increase in booked orders over the previous year. This can be accounted for by the fact that so many advances in price have taken place recently and that many more had been expected. The merchants have been paying more attention to booking during the last two or three years and are realizing the benefits to be derived by booking on account of the protection given them by the jobber. No change in price is reported this week and business is good for this season of the year.

Travellers will soon be through for the year and all report having had a good year's business.

Demand Still Maintained.

Builders' Hardware.—The demand for all classes of builders' hardware has been very good lately, a large number of buildings having been started very late this year on account of the mild weather. No changes in price have taken place recently.

Sporting Goods.—The approach of Christmas is causing a good demand in sporting goods.

Seasonable Goods.—The demand for seasonable goods, which has been rather backward on account of mild weather, has increased with the cold weather of the last few days, and merchants are doing a good business in cold weather needs.

Lumbermen's Supplies.—Orders are still coming in for supplies and jobbers are well satisfied with the condition of business in this line. No changes in prices are noted this week.

Heavy Hardware.—The demand for heavy hardware is very good and prices have not been changed on any lines, although the tendency is for an advance should a change occur in any of the lines.

Is Change Pending?

Spades and Shovels.—Prices on spades and shovels remain unchanged, but it is stated in some quarters that a change may be expected on some lines and that the price will be advanced.

WINNIPEG.

Winnipeg, Dec. 9.—There is something of a falling off in the wholesale hardware trade this week but this should hardly come as a surprise at this time of the year. A real cold snap the end of last week practically put the quietus on building operations for the year and the demand for builders' supplies has dropped to zero with the weather.

The cold spell has, however, livened up trade both wholesale and retail in winter sporting goods and big orders for Christmas goods have been coming in, such as fancy cutlery, kitchen and dining-room furniture.

Collections are fair and improving but are not yet quite up to the mark. The amount of cash business being done is, however, exceptionally heavy and all retailers expect record sales during the next two weeks.

The industrial outlook is most satisfactory and a very great expansion in all lines of business activity is predicted for 1913.



GAVE BANQUET TO STAFF.

Medicine Hat.—L. Y. Birnie, of the firm of Birnie Brothers, hardware merchants, last night tendered to his employees, some 42 in number, a banquet at the Assiniboia Hotel. A most noticeable fact was the large increase in the number of employees. Last year, the first banquet was held and eighteen employees were present. Besides the employees a number of representatives of different wholesale houses with which the firm transacts business, were also present.

BANK OF MONTREAL

The 95th Annual General Meeting of the Shareholders of the Bank of Montreal was held at noon yesterday in the board room at the Bank's headquarters.

Among those present were:—Messrs. R. B. Angus, Sir Thos. Shaughnessy, Sir W. Macdonald, Senator R. Mackay, Major G. Hooper, D. Morrice, Alfred Piddington, W. A. Murray, C. J. Fleet, D. F. Angus, W. F. Angus, Edward Fiske, A. Baumgarten, G. F. C. Smith, W. B. Blackader, W. Stanway, Wm. H. Evans, H. V. Meredith, J. J. Reid, W. R. Miller, C. R. Hosmer, Bartlett McLennan, E. B. Greenfields, Dr. W. B. Yates, Henry Joseph, J. B. Learmont, Henry Mudge.

On motion of Mr. W. R. Miller, the President, Mr. R. B. Angus was requested to take the chair.

It was also moved by Mr. C. J. Fleet, K.C., seconded by Mr. A. Piddington, that Messrs. G. F. C. Smith and Bartlett McLennan be appointed to act as scrutineers, and that Mr. James Aird be the secretary of the meeting. This was carried unanimously.

The President then called upon Mr. H. V. Meredith, General Manager, to present the Annual Report of the Directors at their 95th Annual General Meeting, held Monday, 2nd December, 1912.

THE ANNUAL REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1912:—

Balance of Profit and Loss Account, 31st October, 1911	\$1,855,185.36
Profits for the year ended 31st October, 1912, after deducting charges of management, and making full provision for all bad and doubtful debts	2,518,408.76
Premiums on New Stock	834,322.50
	\$5,207,916.62
Dividend 2½ per cent. paid 1st March, 1912	\$ 385,798.70
Dividend 2½ per cent., paid 1st June, 1912	400,000.00
Bonus 1 per cent. paid 1st June, 1912	160,000.00
Dividend 2½ per cent. paid 1st Sept., 1912	388,302.98
Dividend 2½ per cent., payable 1st Dec., 1912	400,000.00
Bonus 1 per cent., payable Dec., 1912	160,000.00
	\$1,894,101.68
Amount credited to Rest Account	\$1,000,000.00
Amount credited to Contingent Account	1,000,000.00
Amount expended on Bank Premises during year	511,000.00
	\$4,405,101.68
Balance of Profit and Loss carried forward	\$ 802,814.94

Since the last Annual Meeting, Branches have been opened at points in the following Provinces, viz.:—
In Ontario—Windsor,
Quebec—Thetford Mines, Granby, Lachine, Magog, St. Lawrence (Montreal), Maisonneuve (Montreal),
North-West—Plum Coulee, Man.; Swift Current, Sask.; Red Deer, Alta.; Ogdon Shops (Calgary, Alta.);
East End (Calgary, Alta.)

British Columbia—Port Alberni, Princeton, North Vancouver, Sapperton, Invermere.
The Branches at Marysville, N.B.; Rosenfeld, Man., and Oakville, Man., have been closed.

At a Special Meeting of the Shareholders, held on 18th June, 1912, an increase of \$9,000,000 to the Capital Stock of the Bank was authorized, making the total Authorized Capital \$25,000,000.

With deep regret the Directors have to record the death of their esteemed Vice-President, Sir Edward S. Clouston, Bart., who had been a member of the Board, and Vice-President for seven years, and who had held the position of General Manager for upwards of twenty-one years.

All the Offices of the Bank, including the Head Office, have been inspected during the year.
Bank of Montreal, (Signed) R. B. ANGUS, President.
2nd December, 1912.

PRESIDENT'S ADDRESS.

The President, Mr. R. B. Angus, then addressed the meeting as follows:—

At the shareholders' meeting in June last, you sanctioned a by-law permitting the extension of the Bank's capital in case it should appear to be required; this has since been approved by the Treasury Board. The recent issue of stock was also readily taken up, and your capital now stands at \$25,000,000, authorized and \$16,000,000 fully paid, with a Rest of like amount. This increase of capital did not come before it was wanted, as at certain seasons the circulation has exceeded the legal limit and we are liable to the Government for interest on the excess.

The well established business and good earning power of the Bank, together with comparative immunity from bad debts, enable the management to present a statement of results for the year's operations which I presume will be considered satisfactory. The Directors were gratified to be able to add a Bonus of one per cent. on each half year, in addition to the usual dividend. The Directors have audited the books of Head Office, the cash and securities have been verified, ample provision has been made for bad and doubtful debts, and the amount expended on Bank premises has been transferred to Profit and Loss account.

We have again to report a year of universal and almost unbroken prosperity throughout the length and breadth of the land. The unfavorable conditions which retarded the harvesting operations and which it was feared would prove calamitous, passed without much injury in the western prairies, where the yield of wheat and other grains has proved satisfactory both as to quality and quantity. In the East, where the damage was perhaps greater, some compensation has been derived from good results in other directions. While the prices of wheat are much lower this year, the proportion of the higher, or contract, grades in the prairie provinces is very much larger. The better condition of the grain renders it easier to handle and to market, and the returns to the producer are quicker and safer. The estimated yield in the North-west may be set down as:

Wheat, 188,000,000 bushels, against 177,000,000 last year.
Oats, 220,000,000 bushels, against 190,000,000 last year.

Barley, 31,000,000 million bushels, against 33,000,000 last year.

Flax, 130,000,000 bushels, against 8,000,000 last year. A conservative estimate of the value of the crop of the three provinces is given at \$207,000,000 for the grain alone.

Partly owing to the good condition of the grain, already mentioned, but chiefly because of the excellent arrangements of the railways, the crop has been moved with unparalleled celerity; there has been no car famine and little talk of congestion, although there has been more grain handled. At the close of this season's navigation, there appears to have been a serious blockade of grain on its way to market, caused by insufficient facilities for taking delivery from the railway cars, and it may be that a greater number of vessels for grain carrying across the lakes and larger elevator capacity for temporary storage must be provided for future wants. Storage for grain has been much neglected in the prairie provinces; it would be advisable that granaries of moderate capacity to store at least a portion of the crop should be a feature on every well equipped farming establishment, so that there would be no occasion to rush produce to a market at inconvenient seasons.

Irrigation by which vast areas of arid land are being converted into most productive farms, is being prosecuted with vigor, and the model farms established by the Government and the Canadian Pacific Railway are more and more resorted to and much valued by the settlers.

The raising of live stock, which had been allowed to decline, will receive a great impetus from the high prices obtainable for cattle, and by the greater safety with which the business is conducted.

Immigration for the twelve months ended September 30th, has reached the total of 385,955 souls, or 37,322 over the previous year. Many are farmers possessing both experience and capital. These form a welcome addition to the population, where labor is so scarce and land so productive.

Loans to farmers, if sometimes slow, are well paid. Wages are high, as is the cost of living, but that condition may be greatly mitigated by the farmer, if only he will give his attention in some measure to mixed farming instead of relying upon importations of vegetables, meat and butter, and such like from

the East or from the other settlements in the United States. In the most important province of Ontario, the harvest of wheat and corn has not been bountiful but rather under the average, in consequence of the wet and cold season, and yet we are assured that the farmers have done well, as few depend solely on the raising of grain for a livelihood, their resource being scientific and mixed farming, while dairying, produce and fruit have been more remunerative. As an indication of the diversity of farming in this progressive province, Ontario is said to own 6,000,000 head of live stock, horses, cattle, sheep, and pigs.

The mining industry of Ontario is important; the province ranks high with other countries in the production of silver and nickel, and her total output for last year, on the Bureau of Mines estimate, was \$41,000,000.

The same general remarks as regards agriculture and the season's results will apply to Quebec.

Lumber and pulpwood have had a good year, last winter's cut being large and prices high. The increase in British prices, however, has been fully set off by material advance in ocean freights, with the result that the United States has been our best market.

The Maritime Provinces have had a fair year. Hay, which is an important crop, has been at least up to the average, and in many cases considerably above. Potato and other root crops, with a few exceptions, are reported good. The apple crop, although not equal to the abnormal yield of last year is a good average; the fruit is much appreciated and brings good prices in England and many young orchards are being planted.

British Columbia has in recent times been a highly favored province. General trade has been large and profitable; its lumbering operations, after languishing for some years have suddenly revived owing to the improved demand from the prairies, and to the better condition of commercial affairs among our neighbors, who, instead of being keen competitors, have become good customers for our products. There is a shipbuilding industry, although still in its infancy. The great fleet of vessels employed in the coastwise traffic and the larger steamships trading to the Orient give great importance to the port of Vancouver. Speculation is rife as to the advantages likely to accrue to that port and the western country generally on the opening of the Panama Canal.

Commercial activity has doubtless been stimulated by the impulse of active railway construction, which cannot be expected to continue on the same gigantic scale for many more years, but there will remain a more solid and enduring source of wealth in the vast forests of virgin timber which now cover the hillsides of mainland and islands.

Speaking of the Dominion as a whole, the trade and commerce of the country have been and promise to continue both sound and good.

The lumber business, on the Atlantic as on the Pacific side, shows much improvement, apart from the pulp and paper industry, which is specially adapted to this country, and has been very prosperous for some time past, but owing to the number of new concerns in operation, there is a tendency to overproduction with slackening demand and lower prices.

The coal and iron production has been on a scale never before equalled in Canada, although the latter, owing to delays in installing or completing the necessary plants, has fallen far short of supplying demands, especially in the matter of steel rails. The car builders have also been notably behind in their orders.

Agricultural machinery of the best and most modern type has been in great request, and the factories which supply every kind of electrical equipment have been unusually busy.

The revival of trade in the United States has had a marked effect on several of our manufacturing industries, relieving them from the competing shipments of surplus goods from that market.

The woollen mills are doing better, while an unusually good year has been experienced in cottons.

Old establishments have been fully occupied and a great variety of manufacturers are finding a home in Canada even in the middle and far West.

The wholesale distributing trades have everywhere enjoyed a good year. Groceries, Dry Goods, Clothing, Boots, and Shoes had an unusually large turn over, with good results. Accounts have been fairly well paid and bad debts have been comparatively small.

Transportation by sea and land, with its accompanying mechanical works, is instrumental in making large accessions of population to the cities.

Railway earnings have been phenomenal, but are far surpassed by the extraordinary outlays in building of new lines, in improv-

ing the old, in double tracking, terminals and equipment to provide for the ever increasing traffic.

By the judicious expenditure of the Dominion Government, the facilities for shipping are being much improved by dredging, and the supply of elevators and docks at the several important harbors on the Pacific and Atlantic coasts as well as on the Great Lakes.

The principal cities of the North-west and British Columbia exhibit a marvellous increase in size, in population and business activities. A phenomenal advance in these respects has also been made by some of the eastern cities, notably Montreal and Toronto. Some of the smaller towns in the West have perhaps been too ambitious in providing public utilities, and in rushing work that might better have extended over a greater length of time, but, after all, they are only anticipating future necessities. The municipal expenditures have consequently been large and hence the unusual amount of borrowing both at home and abroad. The comparative cheapness of money and the ease with which municipal securities could be placed in England, has misled some borrowers, who refused to accept the prices offered earlier in the season, but it is feared they may have to submit to higher rates of interest on future transactions.

Industrial loans and investment are quite out of our sphere, but I take this opportunity of saying that it is much to be regretted that some of these offered on the London market were of a distinctly questionable character, unsound or highly speculative, and calculated to reflect injuriously on Canadian credit, while others, and doubtless the great bulk of them, are both safe and promising, and offer to the investor an opportunity of participating in the prosperity of the country. I fear it is useless to ask certain promoters to be more careful as to the class of security they offer, but intending investors may be more discriminating.

With the rapidly developing country and the Government pledged by guarantees or otherwise to liberal expenditures, the building of railways, the improvement of harbors, and other works of a national character, Canada must necessarily be a large borrower for some time. But with nearly 8,000,000 of people, vigorous, intelligent and resourceful, with immense treasures in virgin forests, mines, fisheries, and above all, with a large area of unoccupied fertile land, Canada can better afford than most countries to mortgage her future to a moderate extent, and her credit in the money markets of the world must always stand high.

Canada is well prepared to absorb and utilize the immigrants that every season seek her shores or cross her boundaries. The laborer and the artisan are most welcome, and the farmer, with or without capital, will find opportunities at his hand. We have excellent and prosperous Banks, well adapted to the requirements of the country, which offer facilities to farmer and tradesman in every town and village, and I may remark, in passing, as convincing proof of the country's progress, that their deposits in ten years have mounted up from 350 millions to over 1,000 million dollars.

We possess a system of transportation that is almost complete, although being daily added to—a large mercantile fleet of steamers on river, lake and sea, and railways that not only link the various provinces together, but also give a service to the newly opened country better than is to be found in any other country similarly circumstanced.

In New York and other points in the United States, where the Bank is represented, business may be described as in a normal and sound condition.

The ample revenues of both Provincial and Dominion Government indicate a season of great prosperity for the country at large.

The exports for the twelve months ended 30th September, 1912, amount to \$351,952,292, an increase of \$49,601,798 over the corresponding period of last year.

Imports for the same period amounted to \$616,842,090, an increase of \$120,004,619, giving a revenue from custom duties of \$102,695,974, or an increase of \$23,903,849.

I have in a cursory manner touched on these various topics, reviewing the condition of the country and indicating the great range of interests the Bank has to consider in the course of its business, and on whose fortunes the prosperity or otherwise of the Institution in a great measure depends.

THE GENERAL MANAGER.

The General Manager, Mr. H. V. Meredith, spoke as follows:—

The President has covered the ground so fully in the address he has presented to you to-day that little is left for me but to explain the changes which have taken place in the balance sheet during the year, and to add a few remarks in connection with financial mat-

ters affecting the Bank which have not been touched upon.

Since our last Annual Meeting, the Treasury Board of the Dominion Government has sanctioned an increase in the authorized capital of the Bank from \$16,000,000 to \$25,000,000 thus permitting of a further issue of stock from time to time as circumstances may, in the opinion of your Directors, render desirable.

Turning to the general statement of which you have a copy, you will notice the Paid-up Capital has increased during the year from \$14,887,570 to \$16,000,000, and the Rest from \$15,000,000 to \$16,000,000. From the net earnings, transfers have been made of \$1,000,000 to Rest Account and Contingent Account respectively, and a balance of \$802,000 is carried forward at credit of Profit and Loss Account as compared with \$1,855,000 a year ago. A bonus of 1 per cent. was paid shareholders on June 1st and December 1st over and above the quarterly dividends of 2½ per cent.

Deposits not bearing interest show a small decrease, occasioned by the withdrawal of a large deposit of a temporary nature which appeared in the statement of a year ago. Were it not for this fact, we would show a gain in these deposits of \$2,000,000. Interest-bearing deposits show an increase of \$6,400,000. Part of this increase is of a temporary character, but it is gratifying to find that the ordinary savings deposits have grown in a highly satisfactory manner, notwithstanding the withdrawals that have taken place for investment and otherwise.

Turning to our assets, you will notice that "Current Loans and Discounts in Canada and elsewhere and Other Assets" are \$2,200,000 less. This decrease does not represent a curtailment of our current loans in Canada, which are in reality \$1,600,000 larger than a year ago, but a reduction in our current loans elsewhere. Investments in railway and other bonds are \$1,600,000 less, affected by realizations, and balances due by agencies of this Bank and other Banks show a net reduction of \$3,800,000. The increase in our call loans in Great Britain and the United States is accounted for by the various changes mentioned above.

I think you will agree with me that the statement is a strong one, but it is well that the Bank of Montreal should always be able not only to meet all the legitimate demands of its clients, but at the same time to provide for any exceptional calls that may be made upon it to promote the general welfare of the country.

Business generally has been exceedingly active in Canada during the past year. Good crops, notwithstanding a wet season, have been reaped, and all manufacturing industries have been kept fully employed. Wage earners are in receipt of good wages, and labor, in many sections, is difficult, if not impossible to obtain. With an increasing immigration, a soil producing a large surplus of food products without serious failure over a comparatively long term of years, the assurance of a vastly increased production as the area of unoccupied arable land is brought under cultivation, and other great natural resources awaiting development, one cannot but be an optimist in regard to the future of our country.

Owing to this ever increasing and rapid development, we must for many years be borrowers from the British Islands as well as foreign countries. Just now, there is undoubtedly a feeling in some quarters abroad that Canadians are spending too lavishly and over-borrowing to an extent which may later on prove burdensome to us. In this connection, our adverse balance of trade, our so-called real estate boom, etc., are cited. While I do not share these pessimistic views, there can be no doubt that if we are to maintain the preference which Canadian securities have so long enjoyed, a caution at the present time is more essential than it has been for a long time past, and it is clear any ill-advised move on our part, any undue speculation, or the flotation of doubtful schemes which may have the effect of causing distrust abroad and so prevent the free flow of capital into Canada, cannot but have a serious effect on business generally, and bring about a check to our prosperity. It must not be forgotten that there are countries other than our own seeking capital, and offering possibly quite as attractive terms, and that once a stream is turned in another direction, a long time may elapse before it returns to its former channels.

Money has been in strong demand in Canada during the year, while in London and New York, in which outside markets we are chiefly interested, the rates continued low until September, since when more stringent condition and higher rates have prevailed. With buoyant trade practically the world over, and with, as far as we can judge, a probable continuance for some time of such conditions, money is not so readily obtained. Those seek-

ing capital should have regard to existing conditions and also to the fact that borrowers cannot hope to name their own terms.

The increased cost of living, and the reasons therefor, form a subject much discussed the world over, and commissions of enquiry are now engaged in seeking the cause. I mention the subject because of its effect on the Bank's net earnings, owing to the necessity of our having to increase our fixed charges from time to time as a result of bringing up the salaries of the staff to a point which may be considered a fair and reasonable one for the services rendered. The cause for the enhanced value of all commodities is difficult to determine. There are no doubt a number of reasons for it; among them, the largely increased output of gold, resulting, to a great extent, from the more scientific treatment of ore bodies. The higher standard of living by all classes is also a factor; but I am of the opinion that the root of the matter may be found in the fact that the percentage of population engaged in production of foodstuffs is not increasing in the same ratio as is that of our manufacturing wage earners and salaried officials. This view is supported by figures showing conditions in the United States, where the number of farm families indicates an increase of only 11 per cent. between 1900 and 1910, while the artisan and clerical classes have increased practically 30 per cent. in the same period. A similar condition of affairs obtains in Canada as regards the five eastern provinces, and while, in our North-west, the rural population is relatively large and grows apace, mixed farming has not yet been generally resorted to. In this connection, it may be interesting to note that the exports of dairy products from older Canada to the newer Western Canada were this year not less than \$3,000,000, while New Zealand and the United States supplied these commodities to the extent of an additional \$1,000,000.

I have noticed at different times, in certain newspapers, paragraphs calculated to give the impression that the Banks in this country are not affording the farmers the financial assistance to which they are entitled. Such statements are erroneous. There are in Canada some 2,500 bank branches, the great majority of which are located in towns and villages supported by the surrounding agricultural population, and no unimportant part of the business of the Banks is derived from this class. As for this Bank, I may say that our loans to farmers and small traders amount to many millions.

I have alluded to the adverse balance of trade. In the fiscal year ending March 31st, 1912, the imports for consumption in Canada were of the value of \$521,000,000, and the exports of domestic products were \$290,000,000, showing a balance against the country of \$231,000,000, undoubtedly a very large sum. In the five months ending August 31st last the excess of imports over domestic exports was \$130,700,000, showing an even greater ratio than in the preceding year. The gap between imports and exports is not likely to be soon closed; not, indeed, until our manufacturing industries have expanded to a point when the home market can be supplied fairly well within the country, nor until the large demand for foreign goods, arising out of the construction of permanent works, railways, etc., is satisfied from domestic mills. Meanwhile the gap is bridged by foreign loans, by investments of capital in Canada from Great Britain and by money brought in by immigrants. It is, therefore, all the more important to guard against unpropitious circumstances tending to lessen the confidence of British and foreign lenders in Canadian securities.

The delayed revision of the Banking Act will shortly be submitted to Parliament. The present Act has been developed with the growth of the country. It has served its purpose well, and I feel confident that under the direction of the able and experienced financier who now occupies the position of Finance Minister no radical changes will be entered upon lightly.

ELECTION OF DIRECTORS.

The result of the ballot for the election of Directors was declared by the President as follows:—Messrs. R. B. Angus, A. B. Green-shields, C. R. Hosmer, Sir William Macdonald, Hon. Robert Mackay, H. V. Meredith, D. Morrice, James Ross, Sir Thomas Shaughnessy, Rt. Hon. Lord Strathcona and Mount Royal, D. Forbes Angus, Huntly R. Drummond, C. B. Gorden.

The meeting then terminated.

OFFICERS ELECTED.

At a subsequent meeting of the Directors, the following officers were elected:—Hon. President, Right Hon. Lord Strathcona and Mount Royal; President, Mr. R. B. Angus; Vice-President, Mr. H. V. Meredith.

Stoves, Furnaces and Accessories

Splendid Results Followed Demonstration

Western Hardwareman Sold Eleven Stoves During Three Days That Demonstration Was Held—Refreshments Were Served—Dismantled Stove to Reveal Interior Proved a Big Attraction—Demonstration Was Also Held for Salesmen.

Written for Hardware and Metal by W. E. L. King, Neepawa, Man.

Some time ago I noticed a discussion in Hardware and Metal on the subject "Do demonstrations pay?" As an additional contribution to this interesting subject, I am giving my experience this fall in conducting a demonstration.

I may say at the outset that the demonstration we held was a success in every respect. It attracted much attention among townspeople, it brought us direct results in the way of sales and it served to advertise the store and the make of stoves that we carry. We have held demonstrations in past years which have always been satisfactory but this was the most successful of all.

The demonstration was conducted on three days, November 14, 15 and 16. We made arrangements for it well in advance

and had a representative of the manufacturer on hand to attend to the practical side of the demonstration. Mr. Quinn, the representative, had a busy three days of it, for we had large crowds in the store at all hours on all three days.

Served Hot Biscuits.

To make a stove demonstration popular, an added feature is needed and this we supplied by serving hot biscuits, coffee and tea to all who attended. This we found to be a big drawing card. Every woman in Neepawa and the surrounding district more or less visited the store at some time during the three days, watched the demonstrator and partook of the refreshments that we supplied. It lent a social air to the

event. The ladies sat around and chatted while they sipped their coffee or tea, discussed the points of the range under inspection and the good, or bad, points of the one they had at home. It served as an inducement to linger longer in the store and thus to see more of the goods on display.

The refreshments were served from ten in the morning to six o'clock at night, so that we had a continual stream of visitors during the greater part of the day and also in the evenings.

Showed Inside of Range.

Perhaps the best part of the demonstration was the dismantling of one range so that the inside could be inspected. By this means, it was possible to show people how the range worked, why a certain new feature improved the baking qualities, how best results could be obtained and so on. Most people are not as well informed as they should be on the question of the practical operation and uses of a stove but we have found that they are all anxious to find

(Continued on page 43.)



A view of the interior of the store of R. H. Hawkins, Smith's Fall's, showing the prominent position allotted to the stove stock.

Weekly Market Reports---Stoves

BUSINESS SLACKENING.

In some sections the demand for stoves is falling off—as the dealers are now stocked up sufficiently to meet future requirements. The manufacturers are still doing quite a large business, however—particularly large for this time of year.

TORONTO.

Toronto, Dec. 11.—The demand for stoves in Ontario although very heavy has been hampered to a certain extent by the mild weather. The shortage of coal in many of the smaller places has resulted in stoves not moving from the hands of the dealers as rapidly as might be desired.

In the larger towns and cities the demand has been very heavy and the cold weather of the last few days will no doubt have an effect on stove sales. The demand is growing for good stoves and manufacturers and dealers find it much more easy than formerly to sell the better grade of stoves. The advance in price does not appear to affect sales and business is exceptionally good for this season of the year.

Heaters.—The demand for small heaters is very apparent, and no doubt the colder weather of the last few days will cause a heavy demand for this class of stove.

Ranges.—The sale of ranges in the larger towns and cities has been very heavy. Some of the smaller places report a shortage of coal, and that the sale of ranges has been affected to a certain extent. This shortage no doubt will soon be remedied and with the colder weather we are now getting should cause a brisk demand for ranges.

Furnaces.—The demand for furnaces has been very heavy, and men that are competent to instal them have been very scarce, with the result that dealers have had great difficulty in filling contracts in the specified time.

MONTREAL.

Montreal, Dec. 12.—The rush of orders which has been seen recently is now showing signs of letting up, in fact the busy season may be said to be well-nigh over. Most dealers are now supplied with the bulk of the goods of this description that they require for immediate needs. The past week has nevertheless been a busy one. Shipments

have gone out in large quantities, but this is expected to be about the finish of the rush. Manufacturers have had a busy time. It has been well-nigh impossible to cope with the rush of orders that came in but dealers had to be supplied and there were very few cases where urgent calls for immediate delivery were not attended to to the satisfaction of the purchaser. From the point of the manufacturer the height of the stove business has passed and from now on no difficulty will be found in filling all orders, but not so with the retailer. This is possibly the best time of the year and lax indeed is he who does not seize the opportunity.

Ranges and Heaters.—The demand has continued good and from all over the country comes the report that sales are excellent. For heaters which are particularly popular in this part of the country the demand has been and still continues enormous. Ranges also are going well and sales are reported as being very satisfactory.

Furnaces.—A good business is reported in furnaces. Every new house needs one, and one sees new buildings everywhere. Manufacturers are still somewhat behind in deliveries of this line and orders still come in.

Gas Stoves.—The demand for gas stoves has not yet commenced in earnest but some orders have been received. If the demand for gas stoves proves to be as large as for other lines dealers will do well to get their orders in on time in order to avoid disappointment.

Oil Stoves.—There is not very much call for the oil stove at the present time. Of course a certain number of them are sold right along at this time of year the demand is not great.

Seasonable Goods.—A great demand has been shown for snow shovels the past week. Ash sifters also are a line that has been moving well. Coal shovels and stove pipes have kept well on the move.

WINNIPEG.

Winnipeg, Dec. 9.—The advent of a snap of below zero weather has given a decided impetus to the retail stove trade and incidentally has kept furnace men and plumbers, steam fitters, etc., pretty busy. There has been a brisk demand for supplies in these branches of trade. In the wholesale line stoves and heating plants generally are at low ebb but some emergency orders are coming in and there is always a little doing. A very active trade, however, can hardly be expected until the building season of next

year has made some considerable advance.

Considerable interest has been excited in trade circles by a proposal now under consideration by the board of control by the promoters of a company which is desirous of piping natural gas from Alberta to Winnipeg for various commercial purposes. The consensus of opinion appears to be that the scheme is too far fetched to be ever likely to materialize. A proposal to bore for gas in the neighborhood of the city is said to be on foot and is pooh-poohed by the wise ones as “No good.”



SPLENDID RESULTS FOLLOWED DEMONSTRATION.

(Continued from page 42.)

out as much as they can. Accordingly the display of a dismantled range attracted more attention than any other single feature of the demonstration.

Sold Many Results.

Results from the three days' work were neither problematical nor uncertain. During the week of the demonstration we sold eleven stoves and ranges. It did not stop at that, however. We secured a large number of new prospects, some of whom bought stoves during the week following the demonstration. The remainder are still good prospects and sales will no doubt be made in the near future as a direct result of the demonstration.

A Big Delivery.

The ranges sold during the three days of the demonstration were all delivered together on Saturday afternoon. This proved a good advertisement for the loading of such a large number attracted a great deal of attention.

Demonstration for Clerks.

But the benefit we received was not limited to the sale of stoves. One evening the clerks assembled at the back of the store and Mr. Quinn went over the range from base to top and gave us a complete description of it. It was a literal education for there are hundreds of points about a stove that manufacturers take into account, and which are very essential to the working of the range but of which the majority of retailers and salesmen know nothing. To be a good stove salesman, it is necessary to find out these points. We gained much useful information from the talk which Mr. Quinn gave.

To sum up, I believe that the demonstration plan is the very cheapest way to advertise. It yields the greatest results.

Catalogues and Booklets

Unique Christmas Greeting.

Somewhere among the wooded dells of the Cree Indian reservation near Bemidji, Minn.,—a town named for a valiant chieftain now aged 106, and who still lives nearby—a lover of nature came upon the peaceful scene which graces the Remington-U.M.C. holiday greeting and brought it away in his camera.

This gentle doe and fawn, illustrating the title "A Christmas Dinner," and "done" in Corkett intaglio on India tint paper, are just starting on a series of journeys that will take them into every country on the globe—and they must make all the trips before Christmas, for they carry with them to the dealers everywhere "the compliments and best wishes of the season" from the Remington Arms-Union Metallic Cartridge Co.

The words of greeting will go out in many languages—translated into the tongues of the various races that buy and sell Remington-U.M.C. products—but this woodland mother and her young in the quiet wood will convey a silent message of "peace on earth and good will toward all men" that will be readily intelligible to all peoples in all lands.

Representatives of the Remington-U.M.C. Co. were asked to submit subjects for the annual greeting and the novel view shown was chosen as much for its unique appropriateness as for its artistic merit.

Christmas Helps.

The Gillette Safety Razor Co., of Canada, have supplied dealers with an attractive collection of Christmas helps. Hangers, lithographs, panel signs and counter show cards, handsomely embossed and printed in several colors are included in the list. These are designed for use in window and interior decoration and should be found useful and effective.

To Run for Alderman.

Calgary, Alta.—Pat Leacey, sales manager for the Hall Hardware Co., is being strongly urged by a number of residents of ward three to be a candidate for alderman for that portion of the city.

New Retail Firms.

Fisk, Sask.—The Fisk Hardware Co. have commenced business.

Sovereign, Sask.—Gebbie and Goodwin have opened a hardware store.

Christmas Window Contest

IT has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at this office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First prize	\$5.00
Second prize	\$3.00
Third prize	\$2.00

PLACES UNDER 5,000.

First prize	\$5.00
Second prize	\$3.00
Third Prize	\$2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction, but which are not awarded prizes, will be given the sum of \$1.50. This will cover the cost of photographing and will insure those who enter against any loss, whether they are successful in securing prizes or not.

In addition, a special prize of \$5.00 will be given to the window trimmer who sends with his photograph the best description of the display and the methods that he adopted in arranging it, together with an outline of the plans that he follows throughout the year to get the best results from his windows.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

Methods of Retailing Paints and Varnishes

Plan Your Next Fall Campaign Now

Dealers Should Rid Themselves of All Skepticism on the Score of Fall Paint Trade—The Splendid Results Obtained by One Dealer—The Lack of Results Shown by Another—Review Past Season and Apply Experience to Next Year's Efforts.

"My sales in the paint department during November were almost as heavy as during any month in the spring," stated a hardware dealer to the writer the other day.

"How is that?" was asked. It is indeed unusual that a dealer should sell as much paint in late fall as in the spring.

"I took advantage of the opportunities," explained the dealer. "As I was the only man around here who seemed to care a straw whether any paint was sold or not, I got practically all that was going."

His method had been as follows: The section where his store was located was pretty largely a residential one. It lay, however, toward the outskirts of the city and a great deal of building had been done during the year. Around the first of October this hardwareman had made a careful survey of the neighborhood and had found that within a radius of three-quarters of a mile of his store about one hundred and fifty houses had been built during the year. Quite a number of these were completed and ready for occupation but the majority were just reaching the "finishing

touches" stage. The dealer had about eighty houses on his list which had not been painted. With many of them it was altogether likely that the work would drag along through the winter and that the painting would be done in the spring.

Without wasting time, Jackson (we'll call him Jackson because that isn't his name) set to work and called on the owners of every one of those houses. He divided the list up according to localities and made about ten calls a day. In some cases he found it necessary or advisable to make a number of calls and, taking it all around, his canvassing filled in all his spare time between October 10 and November 10.

The object that he had in view was to supply the paint for all those houses. It must be acknowledged that he met with many serious disappointments. In



Booth of Anderson & Lusby, New Westminster, devoted entirely to paints and accessories—A good publicity measure.

a number of cases, the painting contracts had already been let and the master painter was generally partial to the idea of mixing his own paints. However, by canvassing the master painters closely he managed to get some business from them.

In other cases, the owners were not intending to have the houses finished up until spring. Here the dealer introduced a strong array of arguments to show that to leave the building unpainted during the winter would be a serious mistake. The woodwork would crack as a result of the exposure and the surface would be rough when the time came for painting in the spring.

Altogether, he was able to convince many that he called upon that they should proceed with their exterior painting at once. Never before had so much fall painting been seen in that section. The painters were kept on the jump looking after all the orders that came piling in and as for Jackson he sent in repeat orders with unprecedented rapidity.

But his greatest stroke of business at that, was in the matter of interior paints, varnishes and stains. Each one of those eighty houses required interior finishing and Jackson saw big profits if he could supply the material for the work. He carried samples with him, demonstrated graining, and talked the merits of the lines he carried to such advantage that he succeeded in rounding a very big share of the business. His sales of interior varnishes and stains were bigger during the month that he put in at this outside canvassing than during any previous three months.

"Business has been good all year but with the sales made recently," he summed up, "my turnover in the paint department for the year will be more than double that of last year."

Good Season for Painting.

This fall has been remarkably good for painting purposes. Starting out damp, it developed conditions which were almost ideal. The weather was dry, bright and quite warm. The result has been to prolong the building season and add appreciably to the time that is counted good for outside painting.

Many dealers report that their paint sales have been heavier than usual for this reason.

Still there are many who have not taken full advantage of the opportunity. The writer was speaking to a hardwareman recently who complained that his sales during the fall months had shown a slight falling off. "The season started bad and never picked up," he explained.

It was a fact, however, that a great deal of building had been done in the locality where his store was located.

Just how it had happened was hard to say but the fact remained that this dealer had failed to connect with his opportunity. The opportunity was there. New buildings on every hand testified to that.

The fall is now practically over and the opportunity cannot be recalled. Dealers who have not found business particularly brisk cannot now make up for lost time. One resource is left, however. They can study over the situation and decide where they lost their grip and in what respects they fell short. The knowledge thus gained will be found of great assistance next fall.

The writer is convinced that the fall is a superior season for painting pur-

poses and that the demand during that season should be proportionately large. It depends very largely upon the dealers whether the fall trade will ever be brought up to the standard. A great many are not yet convinced that it is possible to do a big paint trade during the fall and, until they rid themselves of this skepticism, they are not going to do very much toward improving demand.

The best time to plan the campaign for next fall is right at the present time when the mind grasps the details of the season that is past and realizes to the fullest extent where better use could be made of the possibilities.

Push the Sale of Pure Materials

The price of turpentine last week touched the lowest point that it has reached in ten years in Toronto. This fact is one of extreme interest from many standpoints. Why the price should have reached such a low point is a matter for conjecture, although some of the causes contributing to the low price are apparent enough.

Following the spectacular climb of turpentine during the winter of 1910-11, when the price reached an unprecedentedly high price, the market has been weak. This has been due to some extent at least to the undeniable fact that, when the price of pure turpentine went out of sight, there was a fairly general tendency to use impure grades or substitutes. Like a bad habit, which sticks persistently, this tendency did not cease when the price came down to the normal again and has been more or less noticeable ever since, assisting materially in keeping the price of turps down.

The extremely favorable and long-drawn-out fall has made it possible to keep up the work in the turpentine tracks in the Southern States longer than usual and this has been a very material factor in bringing about the low price of turpentine at the present time.

It is interesting to note that linseed oil is also selling at a low figure at the present time. The large flaxseed crop in the Northwest has been a big factor in price developments but local conditions have been responsible to a large degree in keeping the price lower than prices in other countries would warrant.

With both turpentine and oil selling at prices below normal, the dealer has a splendid opportunity to bring his customers back to the wisdom of buying and using only the real article. When it is possible to secure turps and oil at the prices now ruling, there is no excuse for using "doped" stuff. The dealer

was perhaps not in a good position to talk quality to customers when turpentine was selling around \$1.40 and the tendency then noted to buy the impure grades or substitutes was not surprising. No one who has studied the problems of paint manufacture will dispute, however, that the use of anything but pure turpentine and oil is dangerous and should be avoided. The dealer who studies the best interests of his customers—which is tantamount to studying his own—will provide them with anything but the best without pointing out the wisdom of using pure material. If poor material is supplied by the dealer and the results do not satisfy, a share of the blame at least attaches to the dealer. The customer will not recognize that it was his own fault for attempting to do a cheap job. If, however, the dealer had tried to dissuade him from buying anything but pure material, he (the dealer) would be absolved from all blame.

As stated before, the low prices now offering in turps and oil gives the dealer a splendid opportunity to get such of his customers as have been inclined to buy cheap back to the idea of using only pure turpentine and oil. Price is no longer a deterrent and the argument that best results are obtained that way should go a long distance.

It rests with each dealer himself whether he intends to push the sale of pure goods. One point should be observed by all, however, no matter what policy they may adopt. If substitutes or impure materials are sold, the nature of the article should be made known to the purchaser. If the purchase is made, even at the price of the inferior article, without any word being said as to quality, the purchaser may think he is getting pure oil or turpentine. If the results are unsatisfactory, he will lay all the blame on the dealer.

Decorative Aid

We have a department to help you develop paint business. We show your customer the best decorative schemes. You sell the right M-L materials. Your local painter applies them. We sell stencils, etc., and give every help to make sales for you. Write us for information and booklet, addressing our "Decorative Aid Dept.," 6-12 Morse St.

**This Helps
You Make Sales**

Winter Painting

Keep up your winter paint sales by encouraging interior finishing. People will gladly brighten up and refinish their homes. Help painter and consumer with

Floglaze

Made in 29 Shades, some stain-like and some enamel-like, ready-to-apply.

Floglaze runs smoothly under the brush, and gives a high elastic finish that will stand wear and tear. Use it for floors, woodwork, staining, enameling.

Are you stocked up for winter? There is a big demand

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

*"The man who is big enough to be shown
Generally profits by what he learns—"
By Dingus.*



ONETIME

TWO KINDS OF PROFIT



CONTINUOUS

Profit, of course, is what we are all in business for, but then there are two kinds of Profit.

When it comes to a question of Investment—you don't snap up a nine per cent. investment simply because it is **more** profit than usual. You investigate; you want to know **how** it is possible to pay nine per cent., and whether, after the first year, the investment will be secure, and continue yielding nine per cent. or more, each succeeding year.

That's always the way when profit—and only profit—is mentioned as the **reason why** you should buy a particular brand of paint. It's the easiest thing in the world to make paint that **looks** good, **smells** good, and **seemingly** is good paint at a **larger profit** for you than Good Paint that will render efficient service and be cumulative in sales and profit.

But suppose that a "High Standard" Paint man offered you a paint proposition, and the first thing he said was: "I will show you how every time you sell a can of my paint you **add** to your Asset of Reputation with Profit in Dollars and Cents **compounding** next year and every year that you have the valuable franchise of Lowe Brothers' Exclusive Agency." Would you investigate? Would you be willing to be shown? **Are you willing—Now?**

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

BUSINESS STILL GOOD.

Business in paints and oils continues exceptionally brisk for the season of the year. Quite an amount of booking is still being done, particularly in oils and turpentine where a certain speculative interest has been aroused.

Putty has advanced 5 cents in price, the only price change reported this week.

MONTREAL.

Montreal, Dec. 12.—The end of the year is now approaching and with it comes what is more or less a slack time in the paint business. At one time nobody ever attempted to sell paint at any time of the year except the spring. This idea has long since given way to more progressive methods and paint is now sold in every month of the year. During the month of December, however, the hardwaremen's attention is so taken up with seasonable lines, especially those of a nature suitable for Xmas presents that paint gets very little attention. The present month, then, presents very few features of more than passing interest. Orders for spring are being booked in a manner which bodes well for next year's business. Manufacturers are busy; stocktaking is the order of the day, and factories are working to capacity, preparing for next year's business. The outlook generally has never been brighter; manufacturers are preparing for a big year and from present indications they will not be disappointed.

Prices in all departments remain the same as last week.

Linseed Oil.—The position of linseed oil remains the same as last week. A large number of orders have been received at the present prices which would indicate that oil is considered a good buy at the present time. Although the demand is good the supplies also seem to be plentiful and no news has been received which would cause a change of price to be anticipated.

White Lead.—The price of lead has not undergone any change and is quoted at the same figure as last week. The volume of business done is not very large but is well up to the average for the time of year.

Turpentine.—At 58c. turpentine remains at the low figure and a good deal of business has been done at this price. While this is the lowest quotation for turpentine that has been seen for some

years, it appears to be steady at that figure, and no immediate change can be predicted. However, in this market, changes take place without warning, and it is very frequently the unexpected that happens.

Supplies at the present time are said to be equal to the demand.

Glass.—Glass is none too plentiful at the present time. The demand is great and it is feared that a shortage may soon be apparent if the situation is not relieved and supplies augmented. Prices have not changed and it is not known whether any action in this direction is contemplated or not. The dealer is wise, however, who orders well in advance, to avoid disappointment and loss of business.

Paint.—For present delivery the number of orders for paint are now showing a falling off as is only natural at this time of year. For spring delivery, however, orders being received are said to be most satisfactory. Some orders for spring delivery are being shipped now; this enables the manufacturer to give better service and to avoid congestion later on.

TORONTO.

Toronto, Dec. 11.—Business is reported in good condition for this season of the year. As a general rule a considerable dropping off in business is noted at this season, but the very low quotations on oil and turps has had a tendency to keep sales up. A large number of dealers are taking advantage of the low prices and are booking for future delivery, and in some cases stocking up in expectation of an advance.

No changes in price are noted with the exception of putty, on which a new schedule has been sent out, showing an advance of 5 cents per hundred pounds.

Turpentine.—The ruling price on turpentine is 58 cents, although it is reported that it is being sold in some quarters at 56 cents. A slight advance in turpentine is noted in the South but it is not thought that the advance has been great enough to make a change in the prices here. The shortage reported in Toronto last week has been relieved but there is still a good demand for the product. While there is no reason to expect an immediate advance in price, turpentine is considered a good buy at the present low prices.

Linseed Oil.—Raw linseed oil is still quoted from 56 to 59 cents and boiled from 59 to 62 cents, although some jobbers are reported selling at still lower

prices than the above quotations. Oil has not been moving rapidly during the past few days and dealers do not care to predict any change in price for some time. Seed is plentiful at Winnipeg but transportation has been hard to get, no doubt on account of the large amount of wheat that had to be transported by the railways. This season of the year is usually quiet but the fine weather and low prices have helped to stimulate business.

White Lead.—Lead is stationary, no changes in price have taken place. The demand this season has been heavy and the high prices have not affected the quantity being used. There is no indication of a decline at present.

Putty Goes Up.

Putty.—The demand for putty has been fairly heavy. A new schedule issued this week shows an advance of 5 cents per hundred pounds.

Paints and Varnishes.—Paint and varnish business has fallen off considerably but is reported good for this time of the year; prices remain unchanged. Travellers are finishing up their business for the year.

Glass.—There is still a demand for glass and prices are firm. No price changes are reported, although some dealers are inclined to think that an advance will take place before very long.

WINNIPEG.

Winnipeg, Dec. 9.—A further reduction of 10 cents per gallon on linseed oil is announced and will hardly come as a surprise in view of the extremely low price and weak situation of flax which is daily declining both on Winnipeg and Duluth markets. Linseed oil is now quoted at 70 cents per gallon, boiled oil at 73 cents per gallon.

There is much interior work to be done in painting and decorating but with the advent of real zero weather all outside work has ceased. Trade in window glass which was very brisk during the past month is now back to normal.

The painting season of 1912 has practically closed, the year has been marked by a very great expansion and the outlook for 1913 is most encouraging as the number of new buildings planned is very large and next year's operations are likely to greatly exceed in volume the activities of the present year.

Wholesalers do not look for any great activity in paints and oils until after the holiday season when spring orders should come in good volume.

WHAT IS **THE SECRET?**

IF you know and were disposed to tell you could name your own price. Buyers would be many and eager. Nobody knows but ourselves. For more than a hundred years the process by which Brandram's B. B. Genuine White Lead is made has proved beyond duplication.

* * *

As you know, White Lead is paint's prime factor. Appearance, endurance, every essential virtue, depends largely on the White Lead. So B-H "ENGLISH" Paint has a plain advantage in quality. Not only is the White Lead in its base the world's standard, but it also contains a *larger proportion* of White Lead. The guaranteed formula is 70 p.c. pure White Lead, 30 p.c. pure White Zinc.

* * *

You see, we are the only paint manufacturers in Canada who corrode and grind White Lead. From start to finish we control every step in the making of our paint. No wonder B-H "ENGLISH" Paint gives your customer greater service value! Yet prices to you as well as to him are reasonable.

*Better value—Better business.
You know that one follows
the other. Drop us a line.*

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial, 45c.; White Brass, 45c.; Metallic, 45c.; 35c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 8c.; No. 3, 5c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal, XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo, Hoo, 28c.; "A," 23c.; "B," 20c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c.; Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal, Toronto

100 lbs. up to 1/2 inch, per 2 60 2 70

Heads, per 100 lbs. 2 85 2 95

Tank plates, 3-16 inch 2 70 2 80

Tubes, per 100 ft., 1/4 inch 9 50 10 00

" " 2 " 8 65 8 70

" " 3 " 11 00 11 00

" " 3 " 12 60 12 70

" " 3 1/2 " 15 75 15 80

" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge, 0 27

Rods, base 1/2 to 1 inch, round, 0 23

Tubing, seamless base, per lb., 0 26

Tubing, iron pipe size, 1 inch base 0 26

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 7, 75 p.c., and 1 and 2 basin cocks, No. 0, p.c.

Flatway stop and stop and waste cocks, 65 p.c.; roundway, 30 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb. 19 25

Casting ingot 19 25

Cut lengths, round bars, 1/2 to 2 in. 27 00

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 90

Copper sheet, tinned, 14 x 60, 14 oz. 30 00

Copper sheet, planished, 14 x 60, base 37 00

" Brazier", insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal, Toronto

Canadian foundry, No. 1. 19 50

Canadian foundry, No. 2. 19 00

Middleboro, No. 3 pig iron 21 00 24 50

Summerlee, No. 2 pig iron 21 00 25 00

Carroll, special 23 50

Carroll, soft 23 00

Cleveland, No. 1 22 00 25 50

Clarence, No. 3 22 50

Jarrow 26 00

Glengarnock 26 00

Radnor, charcoal iron 33 75

Ayresome, No. 3 25 50

Ferro Nickel pig iron (Soo) 25 00

Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50

Angles \$.....base 2 50 2 50

Common bar, per 100 lbs. 2 10 2 05

Forged iron, per 100 lbs. 2 25 2 25

Refined iron, per 100 lbs. 2 35 2 40

Horseshoe iron, per 100 lb. 2 35 2 40

Mild steel 2 20 2 20

Sleigh shoe steel 2 15 2 25

Iron finish machinery steel (domestic) 2 15 2 25

Iron finish steel (foreign) 2 20 2 25

Reeled machinery steel 2 60 3 00

Tire steel 2 25 2 15

Sheet cast steel 0 15 0 15

Shoe calk steel 3 05 3 15

Mining cast steel 0 07 1/2 0 08

High speed 0 65 0 65

Capital tool steel 0 50 0 50

Cammell Laird 0 15 0 15

Black Diamond too steel. 0 08 0 08

Corona tool steel 0 06 1/2 0 06 1/2

Silver tool steel 0 12 1/2 0 12 1/2

Cold Rolled Shafting. 9-16 to 11-16 inch 0 06 0 06

% to 1 7-16 inch 0 05 1/2 0 05 1/2

1 7-16 to 3 inch 0 06 0 06

Montreal, 36 and 5, Toronto, 30.

BLACK SHEETS.

Montreal, Toronto

10 gauge 2 70 2 70

12 gauge 2 70 2 75

14 gauge 2 60 2 55

17 gauge 2 60 2 65

18 gauge 2 60 2 65

20 gauge 2 60 2 65

22 gauge 2 65 2 75

24 gauge 2 65 2 75

26 gauge 2 75 2 85

28 gauge 2 80 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 90 3 00

All bright, 52 sheets 3 70 4 15

Galvanized—Apollo D. Crown Ordinary

18x24x52 4 45 4 45 4 35

60 4 70 4 70 4 60

20x28x80 8 90 8 90 8 70

20x28x80 9 40 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75

24 gauge, per square 5 50

26 gauge, per square 4 25

28 gauge, per square 4 00

Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur. Gordon Gorbals

guage Head de-Lis Crown Best Best

16-20 3 70 3 35 3 60 3 70

22-24 3 75 3 40 3 65 3 75

26 4 15 3 80 4 05 4 15

28 4 35 4 15 4 25 4 35

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd.

"Comet" sheets—

22 3 65

24 3 70

26 3 75

28 4 00

Apollo brand—

24 gauge, American 3 75 3 65

26 gauge, American 3 95 3 75

28 gauge, (26 English) 4 30 4 10

10 1/2 oz., equal to 28 4 50 4 45

IRON PIPE.

Black, Galv.

1/4 2 04 2 86

3/4 2 72 3 57

1 3 16 4 31

1 1/4 4 54 6 19

1 3/4 6 19 8 44

2 7 48 10 13

2 1/2 9 90 13 50

IRON PIPE FITTINGS.

Canadian malleable, 30 and 40; cast iron, 65 standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.

Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

Flat iron enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

Montreal, Toronto

Heavy copper and wire, 0 11 0 11 1/2

Light copper bottoms, 0 09 0 09 1/2

Heavy red brass, 0 08 0 08 1/2

Heavy yellow brass, 0 06 0 06 1/2

Light brass, 0 02 1/2 0 02 1/2

Tea lead, 0 02 1/2 0 02 1/2

Scrap zinc, 0 03 0 04

No. 1 wrought iron, 2 00 10 00

Machinery cast scrap, No. 1 16 00 14 50

Stove plate 12 50 13 00

Malleable 9 00 9 00

Miscellaneous steel 5 00 6 00

Old rubbers 0 09 0 08 1/2

LEAD.

Domestic (Trail), pig, 110 lbs. 5 75

Imported pig, per 100 lbs. 5 50

Bar pig, per 100 lbs. 7 00

Sheets, 2 1/2 lb. sq. ft. by 8 00

Sheets, 3 to 6 lb. ft. 7 50

Cut sheets 1/2 c per lb. extra.

Cut sheets to size, 1/2 c per lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 c, 10 per cent. off.

Lead waste pipe, 9 c, 10 per cent. off.

Traps and bends, 30 per cent.

SOLDER.

Per lb. Montreal, Toronto

Bar, half-and-half, guaranteed 30 30 1/2 0 30

Wiping 0 28 1/2 0 28

SHEET ZINC.

5-cwt. casks 8 25 8 00

Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs.\$55 00 \$53 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box

I C, 14x20 base 7 00

I X, 14x20 base 8 25

I X X, 14x20 base 9 50

Raven and Murex Grades

I C, 14x20 base 5 00

I X, 14x20 base 6 00

I X X, 14x20 base 7 00

I X X X, 14x20 base 8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base 7 00

I X, 14x20 base 8 25

I X X, 14x20 base 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65

I X, 14x20 base 5 65

I X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel—

I C, 14x20 base 4 50

20x28, double box 9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets. 8 25

I X, Terne Tin 9 75

Charcoal Tin Boiler Plates.

Coolidge Grade—

XX, 14x56, 50 sheet bxs.) 7 50

XX, 14x60, 50 sheet bxs.) 7 50

XX, 14x65, 50 sheet bxs.) 7 50

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 8 00

lots 8 00 8 00

72x30 up to 26 gauge, case 8 50 8 50

lots 8 50 8 50

WIRE.

Annealed Cut Hay Baling Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12, and

13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No.

15, \$4.50; in lengths 6 inches to 11

inches, discount 30 per cent.; other

lengths 20c per 100 lbs. extra; if eye or

loop on end adds 25c per 100 lbs. to the

above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90;

No. 18, \$3; No. 19, \$2.70; 6 wire solid

line, No. 17, \$4.45; No. 18, \$3.10; No. 19,

\$2.80. All prices per 1,000 ft. measure;

6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. o. b. Hamilton, Toronto, Montreal,

London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.30 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18,

MINERVA

Strictly Pure Paris Green

Guaranteed better than Government Standard.

Our own Brand of Paris Green, which we are now placing on the market is of the highest quality and absolutely pure.

It is made of the best English Arsenic, is of good deep shade and contains no dye.

All packages contain full net weight.

A profitable line to feature.

Book your order now.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Avenue,

Toronto

Established in England in 1834

(O-4)

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits? Your fellow merchants are using them. They'll help you.

Send for our illustrated booklet. It is worth your while to read it. Mailed free upon request.

S. F. BOWSER & COMPANY, INC.,

BOX AC, TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES

32 Victoria St., S.W. London.

Johannesburg,

Mexico City,

5 Rue Denis Poisson, Paris.

Buenos Aires,

Porto Rico

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885

"A new list every week"

**Do you know any of
these Bowser users?**

Turner-Hicks Hardware Co.
Calgary

Burchill Hardware Co.
Burchill, Sask.

J. B. Kernaghan,
Prince Albert, Sask.

W. F. Lawrence,
Maple Creek, Sask.

Saskatoon Hardware Co.
Saskatoon, Sask.

Campbell & Togo,
Transcona, Man.

C. C. Falconer Co.
Winnipeg, Man.

HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth dryer	0 85
Lightning	2 25
Elastilite varnish	2 25
Copalline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" Interior Finish	2 40
"Flint-Lac" coach	2 25
B.H. Ltd. "Gold Medal" cases	1 80
Depend on Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Window Glass.	
Size United	Double
Inches.	Star Diamond
Under 26	\$4 25 \$6 25
26 to 40	4 65 6 75
41 to 50	4 80 6 85
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 85	7 00 12 60
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Toronto, 15 p.c.	
Montreal prices, no discount.	
Size United	Double
Inches.	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

White Lead Ground in Oil	
Size United	Double
Inches.	Star Diamond
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 6 75
61 to 70	4 50 7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

Western Schedule.	
Terms—2 p.c. 30 days or net 3 months	from date of shipment. Packages 25
lbs. and over 500-lb. kegs 15c per 100	lbs. lower. Delivery—F.O.B. Toronto
or Hamilton; London, 5c per 100 lbs.	extra. Contracts as required until 15th
May, 1911	

White Zinc (Dry)	0 07%
Extra Red Seal, V.M.	0 07%
White Zinc in Oil.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 05%
Whiting.	
Plain, in bbls.	0 70
Gilders bolted in barrels	1 00

HARDWARE.	
Adzes	
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 50 9 00
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 50
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 6 00
Barrell hatchets	5 50 6 85

Buckworth, per lb	0 10%
Ammunition	
"Dominion" Rim Fire Cartridges and	
C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps,	
50, 10 and 2 1/2 p.c.; Centre Fire Pistol	
Cartridges, 25 and 2 1/2 p.c.; Centre Fire	
Sporting and Military Cartridges, 10	
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;	
Brass Shot Shells, 45 and 1 1/2 p.c.;	
Shot Cartridges, discount same as ball	
cartridges, f.o.b. any jobbing point east	
of Manitoba. Net 90 days.	

"Crown" Black Powder, 30 and 10	
p.c.; "Sovereign" Bulk Smokeless	
Powder, 30 and 10 p.c.; "Regal" Dense	
Smokeless Powder, 30 and 10 p.c.;	
"Imperial" Shells, both Bulk and Dense	
Smokeless Powder, 30 and 10 p.c. Empty	
Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, A.A. to dust,	
\$10.00 per 100 lbs. Net list, cash	
discount, 2 per cent. 30 days;	
net extras as follows, subject to	
cash discount only: Chilled, 40c; buck	
and seal, 80c; No. 28 ball, \$1.20 per 100	
lbs.; bags less than 25 lbs., 1/4c per lb.;	
F.O.B. Montreal, Toronto, Hamilton,	
London, St. John and Halifax, freight	
equalized Augers and Bits.	
Ford's auger bits	30 and 10

Irwin's auger	47 1/2
Gilmer's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	
Barn Door Hangers, doz. pairs.	
Stearns wood track	4 50 6 00
Zenith	5 00 6 00
Atlas, steel covered	8 00 11 00
Perfect	6 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crescent	4 85
Sovereign	6 50
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10	
p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	

Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 5 in., 60, 10,	
10 and 10.	
Agricultural, not wider than 4 in., 75	
per cent.	
Lace leather, per side, 80c; cut laces,	
85c.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new,	
\$1 list.	
Carriage Bolts, % & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(\$3 list)	55 & 15
Machine Bolts, % and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	60
Bolt ends	57 1/2
Sleigh Shoe Bolts, % and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
Resin sized Fibre, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 06
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000 25 00	
"English	17 00 21 00
"American, low.	28 00 25 00
"high.	27 50 35 00
Fire clay (Scotch), net ton.	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in.,	
\$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in.,	
\$3.40.	
Stall fixtures, 35; trace chain 45; jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Tor-	
onto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent.	
Malleable swivel head, 1 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 25

Cotter pins, 90 p.c. Montreal.	
Bells.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 27 1/2 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	
Canadian, 45 and 10 per cent.	
Door pins, 60 per cent.	
Door Hangers (Parlor).	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
8 inch, in 100 foot length	3 02
10 " "	3 31
12 " "	3 88
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top 15c extra.	
Creamery trimmings, 75 and 12 1/2 p.c.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	Per cent.
Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	62 1/2
Delta Files	62 1/2
Nicholson	66 2/3
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Duffin pattern pails, 45 per cent.	
Flaring pattern, 45 per cent.	
Galvanized washbais, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 10
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Timbers setting, 1/2 lb., doz.	4 50
Machinists' 1 lb., doz.	3 20
Canadian, 5 lbs. and over	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Jute rope, 3/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).	
3/4-in., \$9.00; 7-16 in., \$10.20; 1/2-in.,	
\$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25

Heavy T and strap, 5-in., 100 lb.	
net	7 00
Heavy T and strap, 4-in., 100 lb.	
net	6 75
Heavy T and strap, 8-in., 100 lb.	
net	6 50
Heavy T and strap, 10-in. and	
larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 80
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5	
p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring).	
Spring, per gross—No. 5, \$16.10; No. 10,	
\$16.10; No. 20, \$9.50; No. 50, \$17.58;	
No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No.	
2260, \$19.55; No. 2275, \$21.85; No. 1192,	
\$19.55.	
Chicago hold back screen door, iron,	
gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface cor., (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—	
1/4 x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square	
hooks, 60 p.c.	

Horse Nails.	
M.R.M., cold forged process list, 10th	
January, 1912.	
Size	Length
Nos. 3	1 1/2-inch
4	1 3/4-inch
5	1 15-16
6	2 1/4
7	2 5-16
8	2 1/2
9	2 11-16



WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO



If You Want to Give Your Customers Complete Satisfaction
Sell Them **“HEINISCH” SHEARS**

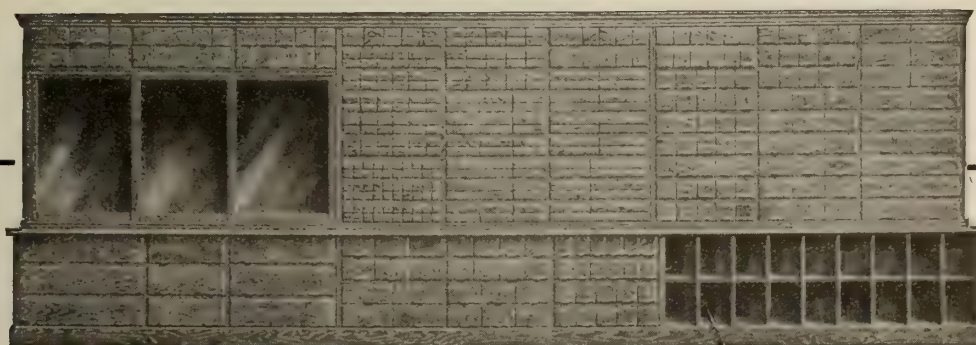
These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

We also manufacture a full line of Trimmers, Tailors' Shears, etc., which are strictly in a class by themselves.

Get them from your jobber.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85, dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.35 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3-13 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers'...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 6 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent.	
"Singleleaf" and "Alaska," Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Planes and Nippers.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	11 00
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Rope and Twine.	
Sisal rope	0 10%
Pure Manila Rope	0 15%
"British" Manila	0 11%
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in. 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 99
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 30
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1222, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, japanned, per gross	
Common, plain	8 40
" plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each, per 100 lbs.	2 25
Sectional, ½ lb., each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds' Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 10
Beaver window screens, 14x18, open	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 3½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Rurrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks' Standard, 30; Dominion, 50; Richelieu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10 7½
" R.H., bright	80 10 7½
" F.H., brass	75 10 7½
" R.H., brass	70 10 7½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Boker, hockey, 30c upwards; springs.	
Empire hockey sticks, \$3.00, \$3.50.	
Pummac and Rex sticks, \$4.00, \$6.00.	
Ficks, net, \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off.	
No. 2 grade, 55 and 2½ p.c. off.	
No. 4 grade, 45 and 5 p.c. off.	
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Scoops.	
Grade 1, 2, 3, 50 and 5 per cent. off.	
Grade 4, 50 per cent. off.	
Squares.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Snaps.	
Harnes, 25 per cent.	
Soldering Irons.	
Base, per lb., 28 cents.	
Stamped Ware.	
Plain, 75 and 12½ per cent.	
Retinned, 75 and 5 per cent.	
Tinners' trimmings, 75 and 5 p.c.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Stove Boards.	
Lithographed, 60 and 10.	
Stovepipes.	
5 and 6 inch, per 100 lengths	7 52
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Stovepipe Elbows.	
5 and 6 inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washita	0 25 0 37
Hindostan	0 06 0 10
" slip	0 13 0 20
" Axe	0 16
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	per gross	3 50	5 00
Tacks, Brads, Etc.			
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 55 and 5, in dozens, 75 and 10; Swedes upholsters', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.			
Tape Lines.			
Universal, ass skin, No. 714, 66 ft., doz.			3 00
Lufkins, linen, No. 404, 66 ft., ea.			0 94
" steel, No. 204, 66 ft., each			3 60
Chesterman's linen, No. 1822, 66 ft. each			1 10
Chesterman's Metallic, No. 1821..			1 95
" Steel, No. 1840, 50 ft.			Trowels.
Disston's,			10 per cent.
Thermometers.			
Tin case and dairy, 75 to 75 and 10 p. c.			
Tinners' Snips.			
Discount			35 per cent.
Tinners' Trimmings.			
Discount,			45 per cent.
Plain and retinned, 75 and 12½.			
Traps (Steel Game).			
Newhouse,			30 per cent.
Hayley & Norton, 40, 10 and 5 p. c.			
Victor,			60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p. c.			
Traps (Rat and Mouse)			
Out O' Sight Mouse Traps			0 60
" Rat Traps			1 20
Easy Set Mouse Traps			0 45
" Rat			0 95
Blizzard Mouse Traps			0 45
" Rat Traps			0 95
Hold-Fast (formerly Devil) Mouse Traps			0 25
Hold-Fast (formerly Devil) Rat Traps			0 80
5-Hole Tin Chokers			0 80
Vises.			
Per pound			0 12 0 12%
Hinged pipe vise, 25 lbs.			3 55
Saw vise			4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.			
Washing Machines.			
New Ontario			41 25
Round, re-acting, per doz.			81 25
Square, re-acting, per doz.			77 50
Dowsell			52 50
New Century, Style A			101 25
Ideal Power			180 00
Daisy			73 25
Stephenson			74 00
Puritan Motor			165 00
Connor, improved			52 50
Ottawa			55 00
Connor Ball Bearing			112 50
Connor Gearless Motor Washer			180 00
20 per cent.			
Wringers.			
Royal Canadian, 11 in., doz.			47 75
Eze, 10 in., per doz.			46 75
Bicycle, 11 in.			60 50
Trojan, 12 in.			100 00
Challenge, 3 year, 11 inch			53 25
Ottawa, 3 year, 11 inch			58 25
Favorite, 5 year, 11 inch			61 75
20 per cent.			
Wheelbarrows.			
Navy, steel wheel, dozen			21 20
Garden, steel wheel, dozen			32 40
Whiffletrees.			
Tubular steel whiffletrees, 28 in.			0 70
" " 34 in.			1 00
" " 36 in.			1 25
" " neckvokes, 36 in.			1 25
" " doubletrees, 40 in.			0 95
" " lumbermans, 44 in.			0 95
Wood Handles.			
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.			
Extra ash fork, hoe, rake and shovel handles, 45 per cent.			
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.			
Carriage neckvokes, oval and whiffsa,h			
Carriage neckvokes and whiffletrees, ash			
35, hickory, 40 per cent.			
Team neckvokes oval and round whiffletrees, hickory and ash, 35 per cent.			
All other ash goods, 40 per cent.			
All hickory, maple and oak goods, 35 per cent.			
Wrenches.			
Agricultural, 67½ per cent.			
Wrought Iron Washers.			
Canadian, 50 per cent.			

WINNIEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, a.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.95 p.g. oak, \$2.90.
Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.
Barb Wire—\$2.20 a p.c., \$1.86 f.o.b. Fort William; \$2.25 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt. \$1.75 f.o.b. Fort William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt.

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William; \$3.20 per 100 lb. f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, $\frac{3}{4}$ and smaller, 60; 7-16 and larger, 50; machine, $\frac{3}{4}$ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 7½; sleigh shoe bolts to $\frac{3}{4}$, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 23c. Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$3.60; 8 inch, \$3.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 16 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$5.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¾ inch, \$2.40; 1 inch, 2.55; 1½ inch, \$3.35; 2 inch, \$4.00; 2½ inch, \$5.75; 3 inch, \$7.80; 3½ inch, \$9.35; 4 inch, \$12.50; 4½ inch, \$19.35; 5 inch, \$26.15; 6 inch, \$32.60; 6½ inch, \$43.75; 7 inch, \$48.75; 8 inch, \$63.25.

Galvanized pipe—¾ inch, \$3.40; 1 inch, \$3.50; 1½ inch, \$4.30; 2 inch, \$5.20; 2½ inch, \$7.55; 3 inch, \$10.25; 3½ inch, \$12.25; 4 inch, \$16.40; 4½ inch, \$26.15.

Logging Chain—¾ in., \$7.50; 5-16 in., \$8; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt. Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

1 Solder—Bright iron round head, 50 and 10 per cent.; round head, brass, 75 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

Lined Oil—Raw, per gal., 80c; boiled, per gal., 83c.

Turpentine—Per gal., barrel lots, 65c.

Dry Colors—White lead in ton lots, decorators' pig, \$3.25; lath yarders' special, \$3.50; for small lots advance, price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—21½ cents per 112-lb.

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD
LIKE IT.

WHY NOT STOCK IT FOR
THE WINTER TRADE?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co.
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS - A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

CLEVELAND

The Way to Better Profits!

People who take a pride in making their home attractive will give you re-orders if you recommend and sell them



"SILKSTONE"

(COPYRIGHT)

Flat Wall Colours

Wherever it has been used in the West it has given much pleasure to the user by adding Tone To The Home.



Silkstone gives a soft, mat-like surface and dries without gloss, yet with plenty of life. Can be easily washed with soap and water. It dries as hard as stone and as smooth as silk. Stock an order of Silkstone now—boost it. Our guarantee backs every can.

Write for our agency proposition to-day. Color cards on request.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

BUSINESS CHANCES

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE—A NICE HARDWARE BUSINESS in Northern Alberta, along the main line of the G.T.P. Ry. The stock between \$4,000.00 and \$5,000.00. The owner is retiring from business on account of ill-health. The size of building 20 x 40, with good living rooms and a warehouse at back; store can be rented on easy terms. Box 267, Hardware & Metal, Toronto. (51)

HARDWARE AND TINSHOP—IN THRIVING Temiskaming town. Stock about \$12,000 to \$15,000.00. Yearly net profit \$6,000.00. Good reason for selling. Apply Box 715, Hardware & Metal, Toronto. (49)

SITUATIONS VACANT

ORDER CLERKS—THREE OR FOUR GOOD live hardware clerks with from three to five years' experience (wholesale or retail), and worthy of rapid advancement. Send applications before Dec. 21st to J. W. Pearl, St. Mary's, Ont., with character references and salary required. Duties to commence January 15th or February 1st. Pearl Bros. Hardware Co., Ltd., Regina, Saskatchewan. (51)

THOROUGHLY EXPERIENCED HARDWARE clerk wanted for new store to be opened about Jan. 5th; must be good window dresser and able to sell goods. Address W. J. McAllister, Kincardine. After Jan. 1, Sarnia, Ont. (50)

WANTED — LIVE, ENERGETIC HARDWAREMAN to take over interest in growing hardware firm in Alberta. Good prospects for future. Man with small capital would be considered, providing recommendation and experience satisfactory. Box 718, Hardware & Metal, Toronto. (50)

WANTED — AN EXPERIENCED HARDWARE Manager. Must be able to manage branch store. Must know bookkeeping. To start work the first of the year. Write giving experience, reference and salary wanted to The Midale Hardware Company, Midale, Saskatchewan. (50)

WANTED—TISDALL'S, LIMITED, VANCOUVER, B.C., require a first-class retail salesman; one who has had good experience in sporting goods, arms and ammunition and cutlery. Apply in writing, stating age, experience and salary expected. Give references. (50)

WANTED — AN EXPERIENCED HARDWARE clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AT ONCE—ONE FIRST-CLASS tinsmith, who is capable of helping out on plumbing. Must be capable of taking charge of a shop. Married man preferred. Must be strictly sober. State salary wanted, also experience. For Okanagan Valley. Steady position for the right man. Apply The McClary Manufacturing Company of Vancouver, or London, Ont. (50)

SITUATIONS WANTED

HARDWARE CLERK DESIRES POSITION in wholesale or retail. Has had three years' experience, and can furnish best of references. Must be in first-class store. Box 717, Hardware & Metal, Toronto. (49)

HARDWARE SALESMAN—CANADIAN—8 YEARS' wholesale and retail experience, especially well up in tools, desires position first of year as travelling salesman, or inside position. Box 716, Hardware & Metal, Toronto.

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

THE ART OF BUSINESS GETTING — AN essay on the elements of successful selling, by experts. Paper, 50 cents. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

FOR SALE

FOR SALE—ONE SET OF TINSMITH'S AND plumbing tools for sale, all in good repair. A snap. One 193 Pease Economy hot water boiler, only used two months, \$40.00. W. J. McAllister, Kincardine. (50)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy,

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG



Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

The Bulldog MOP WRINGER AND BUCKET COMBINED

Trade Mark

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our **DOUBLE LEVERS**. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by

Sold by Jobbers

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

When writing advertisers kindly mention having seen the advertisement in this paper

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

**CARRIAGE
SPRINGS & AXLES**

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
GUELPH, ONT.

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

**These Curling
Stones Will Make
Friends for You**

When the boys get together on the ice,
the talk naturally runs to the merits of
the different stones. They will speak well
of the stones you sell if they are



**Mac's Special
Red Hone Curling Stones**

Every pair you sell will make a friend for you—a friend who will be continually boosting your business to the people you are most interested in reaching. It is a wise dealer who takes advantage of this most effective advertising. Pairs perfectly matched and balanced, beautifully finished, and absolutely true-running; these are the qualities that put these stones so far in the lead.

The Winnipeg Paint and Glass Co., Limited
"Everything for a Building."

Winnipeg

Manitoba

New Era Paint

**IS AN EXCELLENT
STOCK PAINT**

It stays in condition and when sold gives
greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for
New Era Paints, which it will pay you to supply.

STANDARD PAINT & VARNISH CO., LTD.
WINDSOR, ONT.

IT WILL PAY YOU to watch our Condensed
Ad. columns. There
are many money-making
positions there. You may find just what you want.

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.
MONTREAL

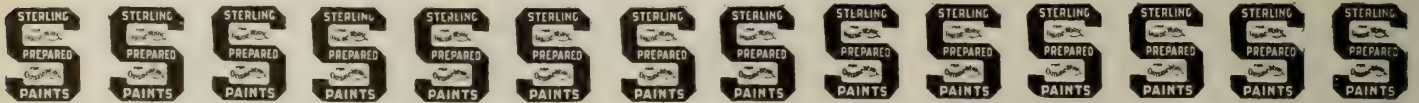
Paint Makers Since '42.

WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



108



Profit By The Experience of Others

Let us send you names of dealers who are handling the "STERLING" Line. Write these dealers and get their verdict as to the selling qualities of these Prepared Paints. You'll be glad you did it.



STERLING Prepared PAINTS

STERLING Prepared Paints are of the highest prevalent quality, yet they are sold at a reasonable price—a price which the average buyer can best afford.

WRITE FOR OUR PROPOSITION.

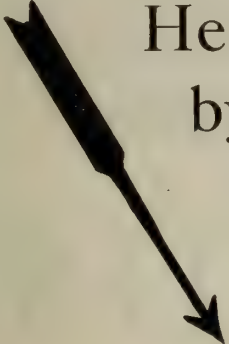
Canadian Oil Companies, Limited
TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



CREATING DEMAND

is one thing, and holding it is another. Demand is created by advertising and sales promotion. Holding and increasing the demand depends upon the merits of the products.



Here is the result of an investigation by the Canadian Home Journal which shows the great demand for Sherwin-Williams Paints.

... will be carried ... the assistance of the incubator manufacturers.

QUESTION No 16.

"What brand of paints do you use?"

Sherwin-Williams.	14,406
M	1,938
C	1,938
S	937
R	710
R	517
M	452
E	258
T	226
B	266
Miscellaneous (18 makes)	1,130
	<hr/>
	22,738

Nearly 90 per cent. of our readers knew what brand of paints they use.

It is a high tribute to the wonderful selling organization and the splendid quality of the goods, and the advertising carried by the Sherwin-Williams Company that 63 per cent. of our readers use Sherwin-Williams paints.

It will be noticed that this data does not include the kinds of varnish used by Canadian Home Journal readers, which question was overlooked when making up the list.

Recently the Canadian Home Journal in a page editorial requested their subscribers to answer 40 questions relative to the manner in which they lived and what make of products they purchased. Eight hundred and six replies were received in time for tabulation, of which number 99% showed evidence of sincerity.

The publishers of the Journal issued a printed report of the results obtained, a section of which we reproduce here. From the replies received they have carefully worked out the percentage of their readers using the various brands of paints and the result proves that Sherwin-Williams Products have won for themselves an enviable position throughout the Dominion.

These figures tell a significant story of the efficiency of Sherwin-Williams advertising and promoting backed up by the quality that means satisfaction to the consumer and more business for the dealer. If you are not handling Sherwin-Williams products write us to-day.



SHERWIN-WILLIAMS PAINTS & VARNISHES



CANADIAN AGENT—H. W. Petrie, Limited, Toronto, Montreal and Vancouver.

Reflex

Bronze Liquid

When Mixed with BRONZE POWDER will Make BRONZE PAINT which will not Deteriorate as Quickly as the Prepared Kind.

Any person can easily mix

Reflex Bronze Liquid

and Bronze Powder correctly.

It will pay you to boost it in 1913 as it pays a splendid profit and gives buyers the utmost value for their money.

WRITE US TO-DAY FOR FULL PARTICULARS.

"Best the world ever saw"

**The
Ault & Wiborg Co.**
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



PROFITS

—That's what interests you and every other progressive dealer. And that's why the

Connor Ball-Bearing Washer

is so popular with the trade. There's a good margin of profit on every sale. It has exclusive features that make women eager to buy it. No salesman need ever cut the price to sell it.

It will pay you to get fully posted on the Connor Ball-Bearing Washer. So write for our new catalog. Every enterprising dealer should have a copy.

J. H. Connor & Son
LIMITED

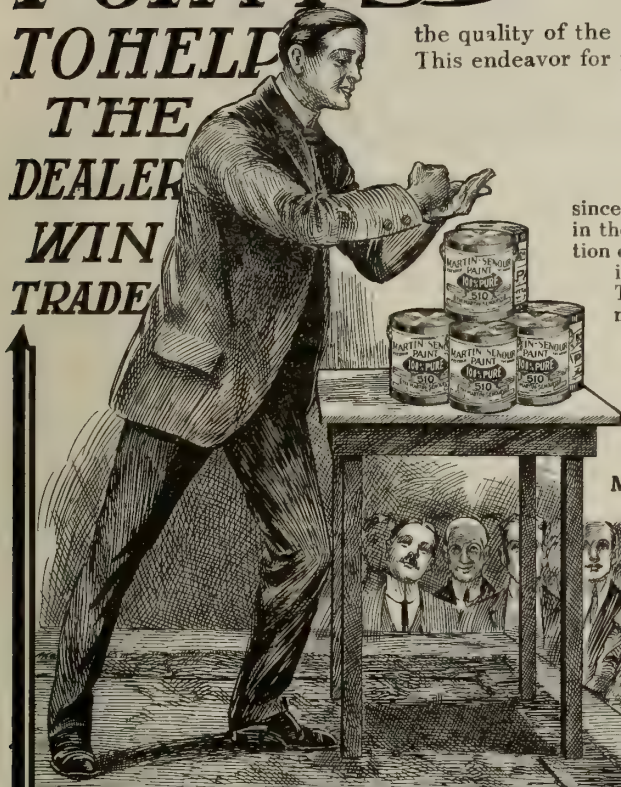
Ottawa

Canada

SELLING POINTS

TO HELP

THE
DEALER
WIN
TRADE



The Civilizing Influence of Paint

As man became more and more expert in the use of paint, civilization advanced. As he learned the value of paint to protect what he made, he sought to improve the quality of the paint, so that what he fashioned would remain longer protected. This endeavor for protection brought forth

MARTIN-SENOUR PAINT

100% PURE

since which time the spread of civilization has been more rapid than ever before in the history of the world. Paint has had its helpful influence in the civilization of mankind. Paint conserves resources—it preserves property and thereby insures wealth. It is cheaper to paint property than re-build or repair it. The dealer must remember the value of paint to sell it at a profit. He must sell pounds of service—not simply pounds of oil and pigment.

Let us tell you more of the service rendered by MARTIN-SENOUR PAINTS and VARNISHES.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



A FORTUNE AWAITS THE MAN

who can invent an everlasting varnish. There is no varnish made which will not wear out eventually, but the nearest approach to an everlasting varnish is

DOUGALL VARNISH

It has been tried and tested under the most adverse conditions, and has proved itself to be above all others.

Dougall Varnish is quick drying, but it is at the same time very tough and elastic and will not crack or peel.

It is the ONE best varnish and one which you need not hesitate to recommend to your customers. We will back your guarantee in every case.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President

Associated with MURPHY VARNISH CO., U.S.A.



IF THERE IS NO
KYANIZE AGENCY
IN YOUR TOWN
IT WILL PAY YOU
TO WRITE US FOR FULL PARTICULARS.

We back up our Agents with the Highest
Grade Varnish Made.

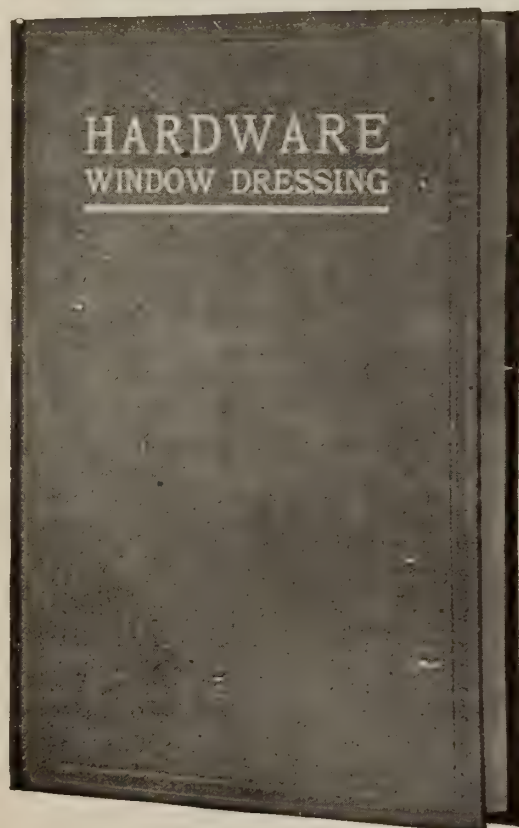
The most complete advertising plan ever shown and, best
of all, the exclusive agency whereby they get the benefit
of our Kyanize advertising in their own town.

We furnish attractive Window Displays, Handsome Store
Advertising, convincing Newspaper Cuts, interesting Picture
Slides, and do direct-by-mail-work for each local dealer.

WRITE US BEFORE PLACING YOUR SPRING ORDERS.

BOSTON VARNISH COMPANY

EVERETT STATION, BOSTON, MASS.



**You May Become a Practical
Window Dresser for \$2.50**

This is the first book ever written devoted
exclusively to Hardware Window Display,
and is a really new and good book. It is a
practical, up-to-date collection of ideas of
the most expert window dressers in the
world. There are hundreds of displays in
the book that can be put in at practically
no expense — any one of them will bring
enough extra trade to the store to pay for
the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

The FORD Single Lip Bit does MORE than ANY Double Lip Bit Can Do



This is not an idle statement, but WORDS substantiated by WORK. It's a fact vouched for by every mechanic who uses a GENUINE FORD.

The FORD Single Lip Bit bores considerably faster and 40% easier than any regular Double Lip Bit. It bores as easily in end grain as in cross grain; draws in on any wood from the softest Pine to Lignum Vitae. Cuts the hardest knots clean and without clogging; will stand more nails than any other Bit; cuts out without splintering, and is warranted not to follow the grain or drift in any wood regardless of the angle at which it is started.

It is suited for the FINEST, FUSSIEST work or the roughest possible boring. It's made of a special Auger Bit steel, and is guaranteed in every way.

Do not confuse the GENUINE FORD with its imitations or with any other Single Lip Bit. Ask for and insist upon the GENUINE and see that the name FORD is stamped on the shank. Imitations are inferior, both in WORKING and WEARING qualities. If your Jobber hasn't it, write us. Address Dept. 7G.

FORD AUGER BIT CO.
HOLYOKE, MASS.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



Oakey's

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England



Suggest Success Lamps to belated buyers

¶ A lot of people are still puzzling over the annual question—"What shall we give?" YOU can answer it ideally, Mr. Merchant, by suggesting these big strong Pilabragso Lamps. There isn't a single home that wouldn't welcome one.

¶ This is a tip worth considering. Last minute holiday buyers swing a big volume of business in the aggregate. And suggesting Success Lamps will attract much of it to your store. Try it.

**THE PITTSBURGH LAMP, BRASS & GLASS
COMPANY OF CANADA LTD.,**

119 Wortley Road



London, Ontario

R. E. DAVIS, Special Representative.

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years
the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all
parts of the world.
They are famed for
their excellence and
hard wearing qualities.

You will find Orr's
Glass and Emery Cloths
and Papers a good line
to stock.

Samples and prices
from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.

**PRICES QUOTED IN
DOLLARS & CENTS.**

A. & J. Automatic

ONE HAND EGG BEATER Cream Whip and Mayonnaise Mixer

THIS is a device
that is certain to
sell quickly. It
will do what all other
beaters will do in one-
half the time with one-
half the labor. One
hand is all that is nec-
essary to operate it.

Has no wheels to
clog and requires no
tiresome cranking.

Stock a sample and
place it where your
customers are sure to
see it. The results will
be big.

Write for the verdict
of dealers who are sell-
ing this improved Egg
Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD ONT.



Pumps that Carry Good Will

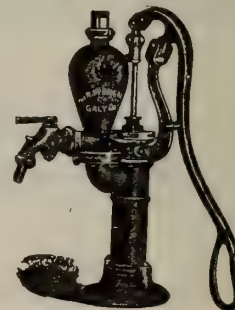
Dealers that sell McDougall's "Aremacdee"
Hand or Motor Metal Force or Lift Pumps give
their customers lasting satisfaction.

Every pump sold stays
sold — gives the dealer no
trouble.

They are metal—hand
fitted valves — air-tight—
strong—lasting.

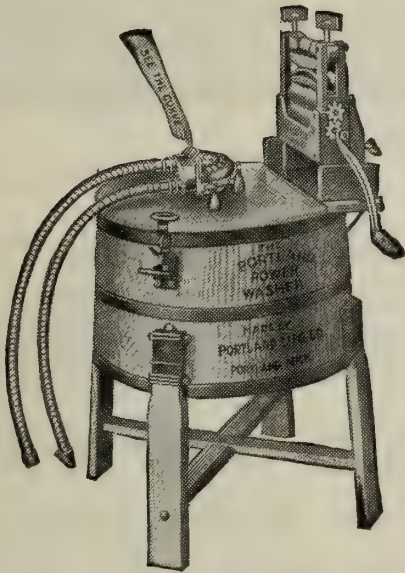
The big catalogue tells
you exactly what the line
is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World



To the Trade—

We beg to announce that our new and complete catalog of Lanterns, Lamps and Burners will be ready for Distribution about December 15th.

Have your name put on our mailing list and you will receive a copy of this "Up To Date" publication.

Address "Dept. E"

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

Extra Good Value in Dessert and Table Knives.



Made from highest quality English Cutlery Steel, best Grained Celluloid Handle, oval shaped, warranted perfectly secure. Put up by $\frac{1}{2}$ dozens in neat rack boxes. Ask for Catalogue.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

AGENTS: J. MICKAY ROSE, 68 McGill Street, Montreal, Que., N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

"Kenrick" Hardware

Made in England — Sold the World Over

We carry stocks of the following articles in our Winnipeg warehouse: Tinned Cast Iron Sauce-pans, Round Pots, Glue Pots, "Anglo" Enamelware, full line of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, Meat Choppers, Potato Mashers and Fruit Slicers of superior merit.

Our Hardware is backed by our long retained reputation. Your store will benefit through "Kenrick" sales.

Archibald Kenrick & Sons, (Canada) Limited
141 BANNATYNE AVE., WINNIPEG, MAN.

Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited
38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



The Easiest Running High-Speed Washer Is MAXWELL'S "CHAMPION"

Operated by the hand lever or by crank, on the balance wheel shaft. Tub is of Red Cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket Rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

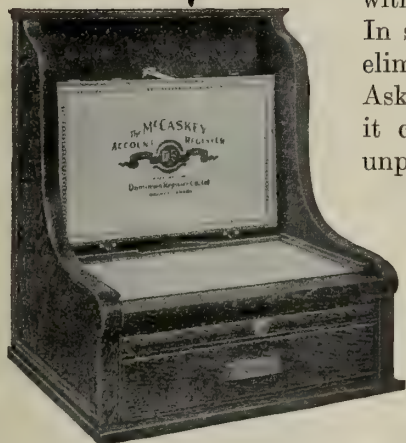
DAVID MAXWELL & SONS

St. Mary's, Ont.

There Is No Use In Posting Accounts

two or three times from one book to another, making out bills and statements when the complete record of the transaction can be made in one handwriting by the use of the

McCaskey Account Register



It gives a complete Day Book and Ledger entry and your customers an itemized bill. It gives a statement showing all the items and amount, with previous balances brought forward and totaled down to the minute. In short the McCaskey Account Register saves time, labor and expense, eliminates errors and disputes, stops forgetting to charge accounts. Ask us to tell you how it will pay for itself in short time with the accounts it collects—how it prevents customers from running up practically unpayable amounts.

Write for full booklet to-day.

We will be glad to submit you names of users, so you can write them and get their verdict if you wish to.

Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester. Eng.)

"Diamond" Reamers

The service required of a reamer is of so delicate a nature that it calls for the finest accuracy.

"Diamond" Reamers embody that degree of accuracy—not only for the first job or the second, but for more jobs than you have been accustomed to secure in your reamer service. They are furnished in both Carbon and High Speed Steels and in standard and special patterns.

"Diamond" Carbon and High Speed Reamers are of a standard that will reduce factory costs, increase output and add quality to your products. These facts should govern your reamer investments.

Jobbers in all large cities will supply, or write us:

Ask for Catalog 74 C.



TRADE



Tools of Quality Bear
These Marks



MARKS

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Factory at ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

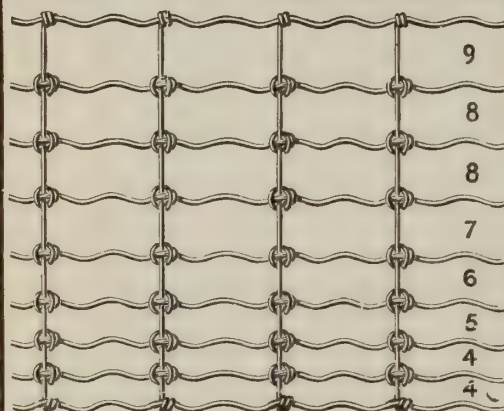
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



Did You Handle "NORCROSS" CULTIVATOR-HOES And WEEDERS This Year?

If you did, you no doubt gave your customers complete satisfaction and procured good profits. If you did not you have lost some splendid sales which you would have otherwise effected.

Do not let good profits escape you next year—make it a point to sell Norcross Cultivator Hoes and Weeders.

"We make nothing else and our goods show it." Our Guarantee protects you and your customers.

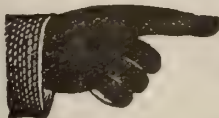
Canadian Jobbers who handle the "Norcross" line are:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; N. H. Thorne & Co., Ltd., St John, N.B.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, BUSHNELL, ILL.

PATENTEES and SOLE MANUFACTURERS

See
This
Weld



Combined distortion tensile strength test

This chain has had each link upset by pounding them into circular shape, then tested by hydraulic pressure until the links pulled stiff, then further proven by twisting the links out of shape. % in. chain, thus mistreated, withstood a tensile strain of 11,000 pounds per square inch, which test could not be duplicated in any other make of chain.

Sales Office:
Buffalo, N. Y.

McKinnon Chain Company

Factory:
St. Catharines, Ont.



Special Steel--Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada.

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

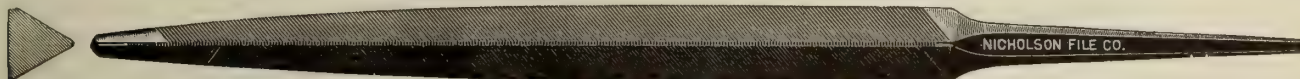
"McCLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co. - - Port Hope, Ont.



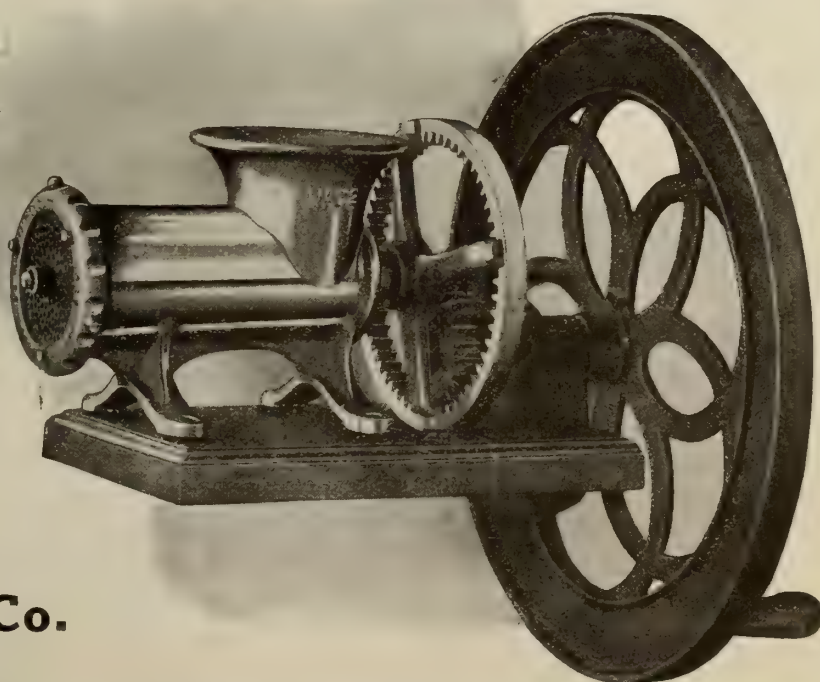
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture Refrigerator Door Fasteners, Refrigerator Hinges, and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

National Steel Rim Locks

are noted for their strength, durability and efficiency.



Safety Demands a good Lock

The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

Let us hear from you

NATIONAL HARDWARE COMPANY, LIMITED
ORILLIA, ONTARIO, CANADA



THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE



MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.
Wm. H. Evans, 232 James St., Montreal;
E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.



Wilkes Martin Wilkes Company
NEW YORK, N. Y., U. S. A.

The Chicago Heat Regulator



Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each week for a year, text matter only... **\$5.00**

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.



Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**
Established 25 Years.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

Do Not Be Misled by Inferior Imitations.

There is but one

PRENTISS VISE



Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Christine Bldg., Montreal.
Sole Agents for Great Britain: Chas. West & Co., 112 Queen Victoria St., London, E. C.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

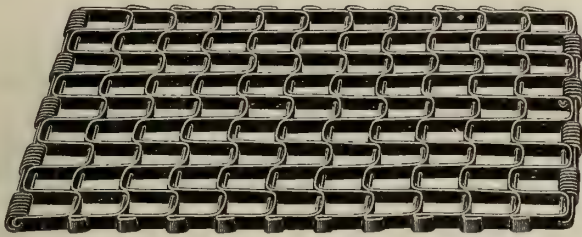
James Hutton & Company

MONTREAL

You'll Effect Many Mat Sales

If You Make A Prominent Display Of

"Keystone" FLEXIBLE STEEL DOOR MATS



Customers will buy them in preference to the ordinary door mat. They can tell at a glance that this mat will give them a much longer service. Constructed of galvanized ribbon steel. Continuous crimp. No short pieces.

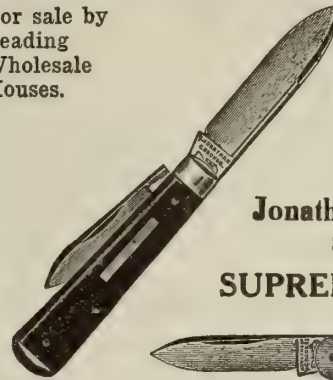
ORDER NOW AND CATCH THE WINTER TRADE.

Kuhne-Anderton Mfg. Co.

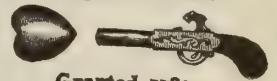
SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA

For sale by
Leading
Wholesale
Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



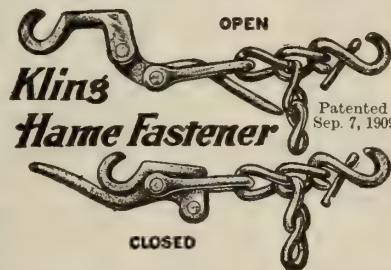
LONDON, CANADA



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. \$2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL
MANUFACTURED ONLY BY
J. SAMUELS, - - - - - TORONTO, ONT.



Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN
THIS PAPER.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man.

covering the jobbing trade of Manitoba, Saskatchewan and Alberta.

This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg.,
Winnipeg.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
36 ST. PAUL STREET, QUEBEC

HOOKS.



HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents

SASKATOON. SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CLIPPERS.



PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.

Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.


Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

TOOLS.




Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.



ICE SCRAPERS
Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid
Perth - Ontario



Carey
PERMANENTLY REPAIRS SMALL LEANS
in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retails at 25 cts. Per Stick, or sent by mail postpaid for 35 cts.
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cin., Ohio.

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.

**The Indestructible
"ALL-ROUND" STEEL TRUCK**
GREATEST LABOR SAVOR OF THE AGE



All steel except wheels, which are of cast iron, with broad tread and 9-16 axle. Weighs but 17 pounds.

Handles boxes, barrels, trunks, milk cans, garbage cans, bags of grain, etc., easily with one hand.

The hook grabs the top of box, barrel, can or bag, and does away with necessity for reaching over and pulling same on truck—hook stays where placed at any position on frame.

Indispensable for offices, milk dairies, breweries, stores, warehouses, etc. For private homes its uses are manifold. Stands alone or can be hung on a nail: it is very strong, though light; 45" long, 14" wide at base; easily operated with one hand; hook drops out of way when not in use.

For a General Purpose Truck it has no equal

Equipped with rubber tires when so ordered.

PECK-HAMRE MFG CO.
MAKERS BERLIN WIS.

The "Lucky Grip" Bent Trimmer Shear

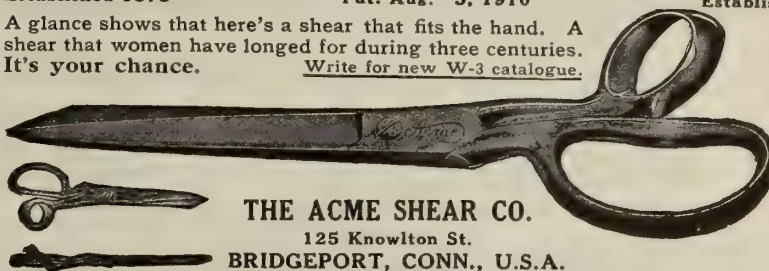
Established 1875

Pat. Aug. 5, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.

125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7" - 8" - 9" Sizes
List Price
\$34, \$36, \$38 gross

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind. These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA



Reproduction of

NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



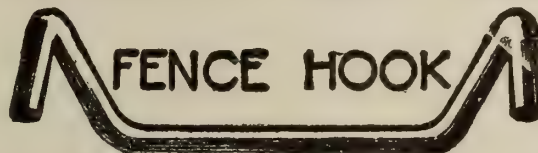
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

When writing advertisers, kindly mention having seen the ad. in this paper.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY LIMITED VANCOUVER



D. PERES' Barrel Brand RAZORS

BARBERS KING



Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND.

ORDER NOW.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass	Building and Sheathing Papers	Metallic Ceilings and Cornices
Window and Leaded Glass	Felt and Asbestos Papers	Metallic Shingles and Siding
Fancy and Wired Glass	Rubber Roofings and Roofing Papers	Sewer Pipe and Tiles
Mirrors and Bevelled Plates	Nails and Sash Pins	Plasterers' Hair, Sash Bars, Brick
Plasters, Limes and Cements	Putty and Glaziers' Points	Mantels, Grates and Tile.
No order too large or too small.	Prompt shipments our specialty.	Correspondence Solicited.

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348

ATKINS

STERLING SAWS

Made in Canada

They have distinct advantages that YOU cannot afford to overlook.

"There's More Money in Them."

Have you our latest book? Are you familiar with our selling plans? We'll be glad to put you next if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



SMITH HARDWARE CO., Limited, 240 Lemoine St. MONTREAL



Star Standard Screw Driver, Rosewood Handle, Steel Ferrule. This article is an excellent seller and will find favor with your customers.

You cannot do better than get UTICA GOODS.



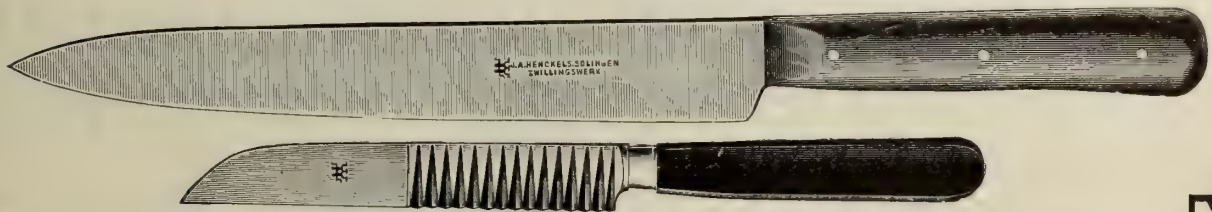
Your customers know them and will appreciate them.

Manufactured by UTICA DROP FORGE AND TOOL CO., Utica, N.Y.

J. A. HENCKLES

Twinworks Cutlery

Fine Cutlery of every description



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Addition and Alteration to the Central Post Office, Quebec, P.Q.," will be received at this office until 4.00 P.M., on Monday, December 23, 1912, for the work mentioned.

Plans, specification and forms of contract can be seen and forms of tender obtained on application to Mr. A. R. Decary, Esq., District Engineer, Quebec, P.Q.; at the office of Mr. R. L. Deschamps, 103 St. Francois Xavier St., Montreal, and at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 2, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—30508.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Machinery for 3 1/2 Yard Dipper Dredge," will be received at this office until 4 p.m., on Monday, December 30, 1912, for the construction of machinery for a 3 1/2 Yard Dipper Dredge.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; A. E. Dubuc, Esq., District Engineer, Merchants' Bank Building, Montreal, Que., and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

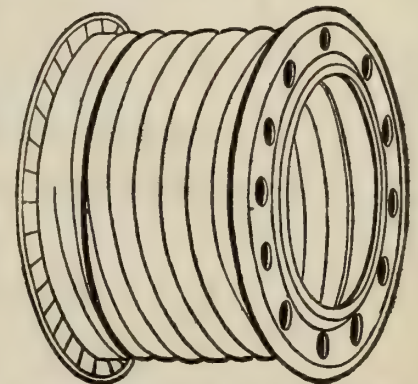
By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, December 2, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—31360.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

When writing advertisers, kindly mention having seen the ad. in this paper.

Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, “that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money—lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

No. 705 IMPROVED

WITH EXTRA DEEP
THREAD
ON SPOUT

SPOUT CAN'T
DROP OFF.

LARGE FILLER
OPENING $1\frac{1}{2}$ IN.
DIAMETER

ASK US TO MAIL
YOU A SAMPLE
CAN.



Isn't It About Time

that you were beginning to think about purchasing your spring supply
of OILERS?

And When You Are Ready

to buy don't forget that we have a new Oiler on the market NOW—our No. 705
IMPROVED, with deep threaded spout.

No. 705 Oilers have taken the place of all other makes since we first introduced
them, on account of the ease in filling—no funnel being required.

No. 705's are made Plain Steel, Coppered Steel, or Japanned and stencilled with
customer's name and address.

Also let us handle your business for Coppered Mowing Machine Oilers, Engineers'
Oilers, Spring Oilers, Chase pattern Mowing Machine Oilers, and Sewing Machine
Oilers.

We can attend to your wants satisfactorily because WE HAVE THE GOODS.

E. T. Wright & Co.,

HAMILTON,

(H. G. Wright)

CANADA

Agencies at Vancouver, Winnipeg and Toronto.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes $1/8$ in. to 4
in., is thoroughly inspected and tested to
600 lbs. pressure, and every length is
branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works:
Lachine Canal

Improved Patent Flush
Handle

CHESTERMAN'S MEASURING TAPES

Linen, Metallic and Steel



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

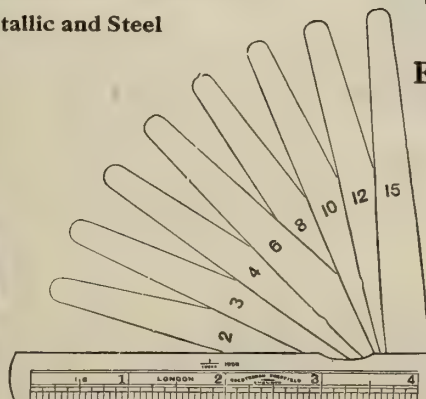
TRADE MARK'S

CONSTANTIA



TREBLE

Engineers'
Small
Tools



Steel Feeler Gauge

Steel
Rules,
Gauges,
etc.



STEAM GOODS Of The UTMOST RELIABILITY



We carry a complete line of guaranteed steam goods such as Brass and Iron Valves, Inspirators, Injectors, Steam Traps, Steam Gauges, Brass and Iron Cocks, etc., etc.

When price and quality are considered, you cannot sell your trade a better value.

Write for Illustrated Catalog.

OUR KNICKERBOCKER REGULATOR

Is a new and absolutely safe remedy for faulty hot water systems.

It is the only device that will operate automatically both on open and closed systems of hot water heating. It increases radiation from 25 to 50 per cent., and reduces the consumption of fuel.

This device can be easily applied to old as well as new systems, and we guarantee perfect service wherever it is installed.

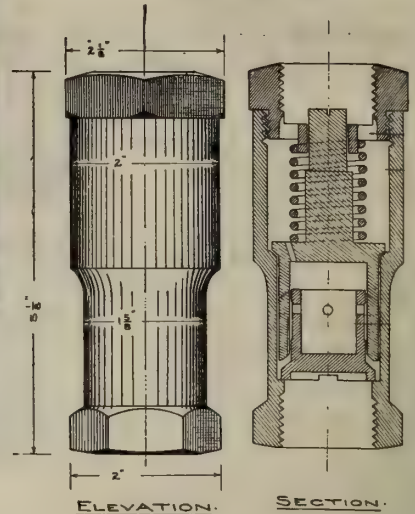
Sole Manufacturers for the Dominion.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO



GLOBE VALVES



THE

Knickerbocker Regulator



SWING CHECK VALVES

"RED CROSS" Sanitary Chemical Closets

Have earned the
name

Sanitary

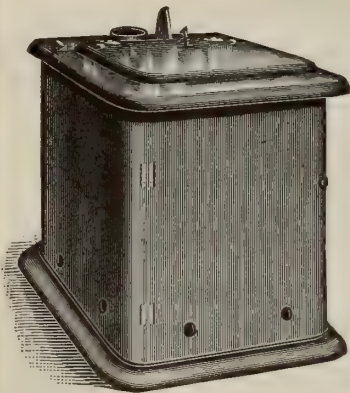
Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless — closets that are made right, and

that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.

Red Cross Sanitary Appliance Co.

GRIMSBY, ONT.

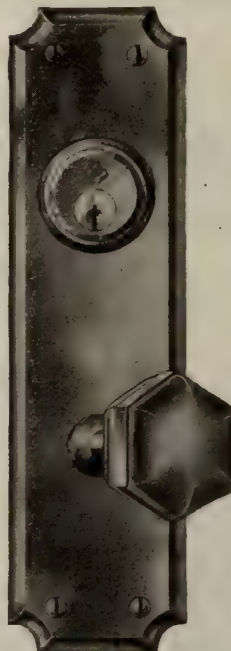


Ensure Absolute Satisfaction
By Selling

Peterboro Hardware

An
Artistic
Design
for
1913

Made in Wrought Brass
and Steel and Cast Brass.



No. 18 and 19 Design

Peterborough Lock Mfg. Co.

LIMITED

PETERBOROUGH, ONT.

HARDWARE AND METAL

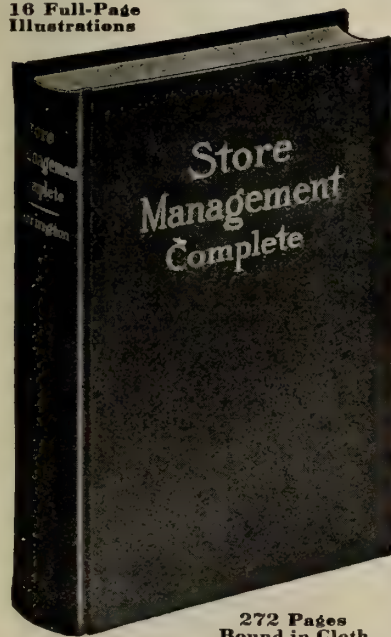
INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 75	Dominion Cartridge Co. 26	McDougall, R., Co. 64	Prentiss Vise Co. 72
American Bolt & Screw Case Co. 20	Dominion Register Co. 67	McGlashan-Clarke Co. 66	Public Works Dept. 77
American Shearer Co. 74	Dorken Bros. 84	McKinnon Chain Co. 68	
Andrews Wire Works Co. 21	Dougall Varnish Co. 61	MacLaren & Co. 15	
Atkins & Co., E. C. 76	Eastern Mfrs., Ltd. 74	Magnolia Metal Co. 16	Ramsay, A., & Sons Co. 58
Atlas Mfg. Co. 74	Enterprise Enamel Co. 14	Martin, The L., Co. 21	Raymond Bros. 74
Ault & Wiborg 60	Evered & Co. 1	Martin-Senour Co. 61	Red Cross Sanitary Appliance Co. 80
Aylmer Pump & Scale Co. 70	Fisk Publishing Co. 72	Maxwell, D., & Sons 66	Ross Rifle Co. 84
	Ford Auger Bit Co. 63	Metallic Roofing Co. 17	
		Metal Shingle & Siding Co. 19	
Barnett, G. & H. 68	Garlock Packing Co. 71	Millers Falls Co. 18	Salyerds Mfg. Co. 15
Barton Netting Co. 66	Gloeckler, Bernard 69	Mitchell & Co., David 74	Samuels, J. 73
Boston Varnish Co. 62	Goodell-Pratt Co. 14	Moore & Co., Benjamin 55	Sapfo Mfg. Co. 26
Bosse & Banks 74	Greef Bredt & Co. 76	Montreal Hdw. Mfg. Co. 18	Saskatchewan Glass & Supply Co., The 76
Bowser, S. F., & Co., Ltd. 51	Greening, B., Wire Co. 10	Morris & Bailey Steel Co. 19	Sermour, Henry T., Shear Co. 75
Brandram-Henderson, Ltd. 49	Guelph Spring & Axle Co. 57	Morrison Brass Mfg. Co. 80	Sharrat & Newth 75
Burgess Norton Co. 16	Gutta Percha & Rubber Mfg. Co., Inside back cover	Morrow, John, Screw Co. 75	Shaw, A., & Son 75
Burrow Stewart & Milne 20		Myers & Bro., F. E. 57	Sheet Metal Products Co. 2
Bushnell Novelty Co. 56			Sherwin Williams Co. 59
			Simonds Canada Saw Co. 12
Cameron & Campbell 53	Hamilton & Son, C. J. 15	National Cash Register Co. Outside front cover	Smith Hardware Co., Ltd. 77
Canada Foundry Co. 72	Hamilton Stamp & Stencil Wks. 74	National Hardware Co. 70	Southington Mfg. Co. 74
Canada Metal Co. 74	Heinisch, R., Sons Co. 53	National Mfg. Co. 13	Spooner, Alonzo W., Ltd. 74
Canada Steel Goods Co. 8	Henderson & Richardson 65	National Safety Snap Co. 73	Standard Chain Co. 10
Canada Wire & Iron Goods Mfg. Co. 71	Howland, H. S., Sons & Co. 25	New Imperial Cycles, Ltd. 72	Standard Paint & Varnish Co. 57
Canadian Copper Co. 63	Hutton, Jas., & Co. 72	Newman, W., & Sons 74	Standard Silver Co. 24
Can. Fairbanks-Morse Co., Ltd. 2	Imperial Varnish & Color Co. 47	Nicholson File Co. 69	Stanley Rule & Level Co. 16
Can. Heating & Ventilating Co. 22		Norcross, C. S., & Sons 68	Steel Co. of Canada, Ltd. 6
Canadian Oil Cos. 58	James & Reid 74	North Bros. Mfg. Co. 1	Steel Trough Machine Co. 18
Canadian Tube & Iron Co. 79	Jamieson & Co., Ltd., R. C. 55	Nova Scotia Steel & Coal Co. 57	Stephens, G. F., & Co. 55
Carborundum Co., The 9	Jardine, A. B., & Co. 57		Stevens, Jno., Co. 12
Carey Co., Philip 74		Oakey, John, & Co. 63	Still, J. H. 16
Cartland, Jas., & Son 14	Keating, Wm. 66	Ontario Lantern & Lamp Co., Ltd. 65	Stratford Mfg. Co. 20
Cartwright, C. C. 74	Kenrick & Sons, Ltd., Archibald 73	Otterville Mfg. Co. 72	
Caverhill, Learmont & Co. 7	Kuhnle, Anderton Co. 73	Orr, Peter, & Sons 64	Tallman Brass & Metal Co. 72
Chapin Stevens Co. 73	Laidlaw Bale Tie Co. 70	Owen Sound Steel Press Wks. Inside back cover	Thompson, B. & S. H. 70
Chesterman, Jas., & Co. 79	Lewis Bros., Ltd. 3	Owen Sound Wire Fence Co. 68	Toledo Cooker Co. 21
Chicago Spring Butt Co. Inside back cover			Toronto Plate Glass Importing Co. 53
Collette Mfg. Co. 64	Lamplough, F. W. 77	Parmenter Bullock Co., The 74	
Connor, J. H., & Son 60	London Bolt & Hinge Works 73	Pease Fdry. Co. 75	Want Ads. 56
Crookes, Jonathan, & Son 73	London Foundry Co. 71	Peck Hamre Mfg. Co. 75	Western Clock Co. Inside front cover
Cummer-Dowswell, Ltd. Outside back cover	London Rolling Mill Co. 63	Peck Stow & Wilcox Co. 15	Western Distributors, Ltd. 74
	Lowe Bros., Ltd. 47	Peterborough Lock Co. 80	White Mop Wringer Co. 63
	Lufkin Rule Co. Inside back cover	Pink, Thos. 17	Whitman & Barnes Mfg. Co. 67
		Pinchin Johnson Co. 51	Wilkes-Martin-Wilkes Co. 72
Davidson, Thos., Mfg. Co. 19	McArthur, Alex., & Co. 53	Pittsburg Lamp Brass & Glass Co. 64	Winnipeg Paint & Glass Co., Ltd. 57
Directory of Manufacturers 74	McClary Mfg. Co. 22	Plymouth Cordage Co. 11	Wright, E. T., & Co. 79

Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK
FARRINGTON

A Companion Book to
**Retail Advertising
Complete**

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave.

Toronto, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminium Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Bollers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stowe & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bride Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Cawhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stowe & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowswell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
Wheeler & Bain, Toronto.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananogue, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananogue.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Raspers.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
W. O. Crawford Co., Tilbury.
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananogue.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.

Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supple Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks, Knobs, Escutcheons, etc.
Bellville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram, Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stowe & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives.
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorkey Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Gillette Safety Razor Co., Montreal.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Honers.
Carborundum Co., Niagara Falls, N.Y.

Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Luffkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Seythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinrich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.

J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shells.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Snow Shovels
Can. Buffalo Sled Co., Preston.

Sleds
Can. Buffalo Sled Co., Preston.

Snips
Peck, Stowe & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.
Spartan Co., London.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.

Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.
Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Luffkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stowe & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowson Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Mats.
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wood Finishers.
Berry Bros., Walkerville.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Edw. & Tool Co., Springfield, Mass.

42 Bulls Eyes and 3 Innings out of 45 Shots at 800, 900 and 1,000 Yards Total 222 out of 225



This Score of Sgt. Russell's in the Palma Trophy Competition at Ottawa on Sept. 14, established a new World's Record, and the Ross Service 303 Rifle and Ross Ammunition made this record possible.

You are probably selling foreign sporting rifles on the reputation of years ago—sell Ross Rifles now. They are the most accurate and the most powerful rifle on the market, and they are made in Canada.

We suggest special attention to the Ross High Velocity 280 Model. It retails at \$70.00, and offers the highest grade arm for men who appreciate the best. You surely have some such among your trade.

Have at least one of these on hand to show. Other models at from \$25.00 upwards.

ROSS RIFLE CO. - QUEBEC

The Most Wonderful Little Weapon Made Is the "Bayard" Semi-Automatic Rifle

MADE FOR .22 CAL. SHORT LONG SMOKELESS RIM FIRE CARTRIDGES



The Rifle herewith presented is provided with a breech mechanism that is entirely different from those hitherto used in rifles. Similar to self-loading pistols, the working of the breech mechanism is performed automatically, the pressure of the explosion gas being used to push the breech block backward and to eject the empty shell. After each shot the breech remains open, and to cock the rifle again it is only necessary to drop a new cartridge into the breech opening and to release the breech block by pressing the button of the breech block catch. An easily worked safety permits the rifle to be locked when loaded, a device which will be welcome to all users of this arm. The extreme simplicity of the breech mechanism makes the dismounting, cleaning and inspecting of the different parts an easy task. Another feature found in this rifle is the interchangeability of the parts. All parts are made to gauge, and are so much alike that a part broken or worn out by rough usage can be replaced without employing the aid of a gunsmith. We are prepared to say, that there is no rifle in the market which can compare with this arm in so far as workmanship, accuracy of shooting, easiness of manipulation and cheapness are concerned. Order a sample from your jobber and demonstrate same to your customers. Easily sold where shown.

Write for Free Descriptive Booklet.

McGILL CUTLERY CO., Reg'd.

P.O. Box 580, Montreal, Canada



TWO WAYS To Increase Sales!

Many people do not skate because they have weak ankles.

Why not enable them to overcome this holdback by selling them our

PERFECTION Ankle Support

After once introduced you will have many sales of these supports — you will also increase your skate sales, as more people will indulge in this healthful pastime.

The "PERFECTION" ANKLE SUPPORT

is made of strong, light steel, with sliding hinge attachment that permits the wearer's ankle to move backwards and forwards, but not sideways. Easily attached, and the ladies' size is suitable for children.

Write us at once.

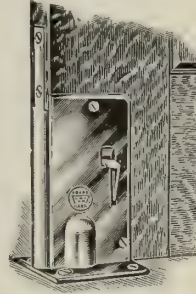
**THE OWEN SOUND
STEEL PRESS WORKS**

OWEN SOUND - ONT

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.

THEY WILL GIVE SATISFACTION.

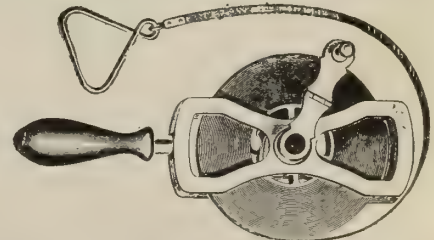
THEY ARE CANADIAN MADE.

THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.

CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



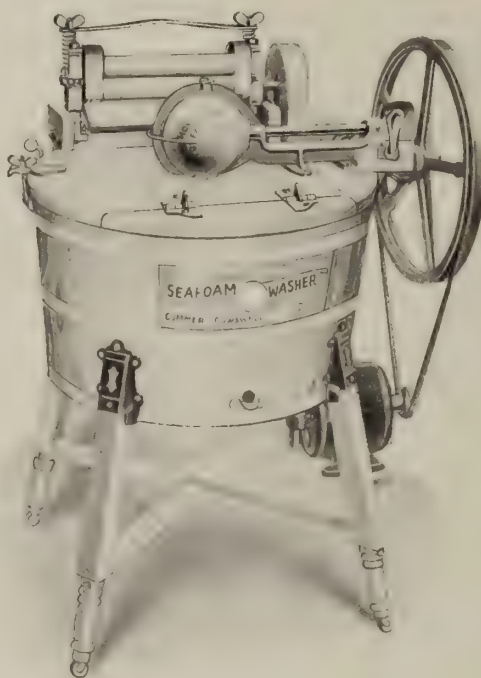


Home Laundry Helps

There is nothing a Hardwareman can suggest that will so help a customer choose an appropriate and useful Xmas gift.

They fit every purse and will keep a Housekeeper happy 52 Washdays every year.

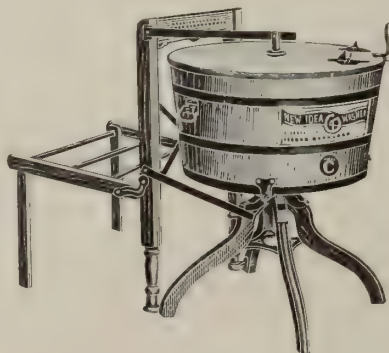
They're the handiest thing in a Woman's Workshop.



Seafoam Electric
Combination Washer and Wringer



Playtime



New Idea



New Century

Power Washers

Electric
Water Motor
Belt Driven

**Power Washers and
Wringers Combined**
Electric and Belt Driven

**Laundry and Power
Wringers**
7 Styles—8 Sizes—4 Grades.

Hand Wringers
5 Year ANTI-CHEMICAL
Grade
6 Styles—16 sizes
5 Year ARROW BRAND
Grade
21 Styles—43 Sizes
3 Year ARROW BRAND
Grade
22 Styles—48 Sizes
2 Year Grade
11 Styles—16 Sizes
1 Year Grade
23 Styles—57 Sizes

Clothes Mangles
**Rotary Lawn Clothes
Dryers**

Cummer-Dowsnell Ltd., Hamilton, Ont.

Agents—W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg,

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE^{AND}METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada

No. 51

December 21, 1912

Greeting

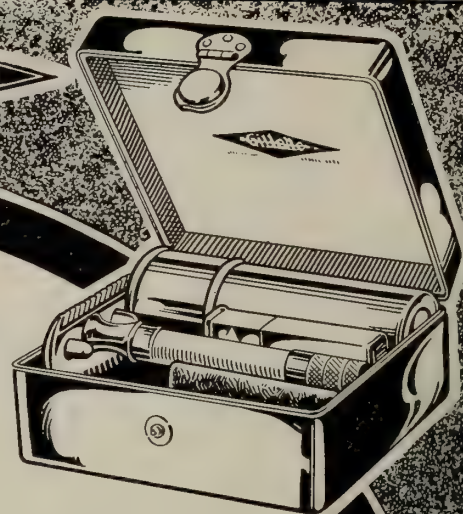
WE wish our friends in the Hardware trade a merry Christmas and a happy and prosperous New Year.

We also desire to express our thanks for your many favors during the past year, and hope to have the pleasure of your patronage during 1913.

Dominion Cartridge Co.,
Limited

Montreal, Canada





N°461B

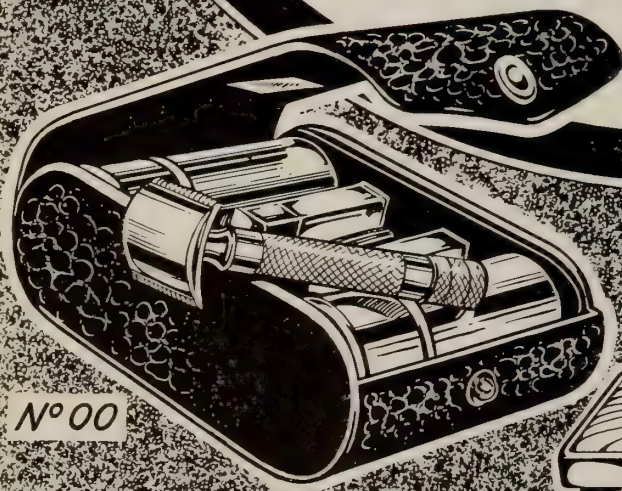
Hurried Christmas Shoppers, uncertain what to buy for the men they wish most to please, turn with relief and delight to the

Gillette Safety Razor

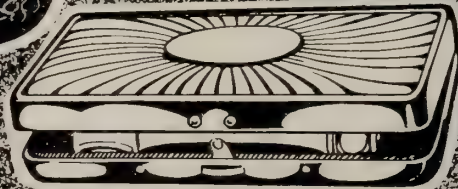
Handsome as a piece of jewelry—useful every day in the year—good for a lifetime's service—acknowledged the very best—at about the price they want to pay—the Gillette is the favorite choice of Christmas Shoppers. Show a Gillette Holiday Assortment that will grip the attention of everyone who comes within range of your store—suggest it at every opportunity—and the sales will more than repay you.

The Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
The New Gillette Bldg.
MONTREAL



N°00



N°502



N°460



HOHLFELD

MANUFACTURING COMPANY



Largest Line

Leading in
Color Effects,
Designs and
Patterns.

Hammocks and Couches

Have a
well-earned
reputation
for satisfactory
service and
salability.



PHILADELPHIA

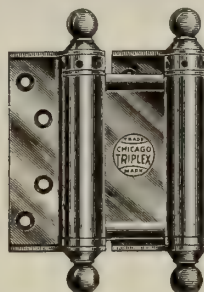
PENNA., U.S.A.

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

You Should Place Your
Order Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

BETTER LET YOUR JOBBER QUOTE AT ONCE.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



2.
The "ECLIPSE" PUMPER INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped a head of over 80 feet on one pint of gasoline. This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

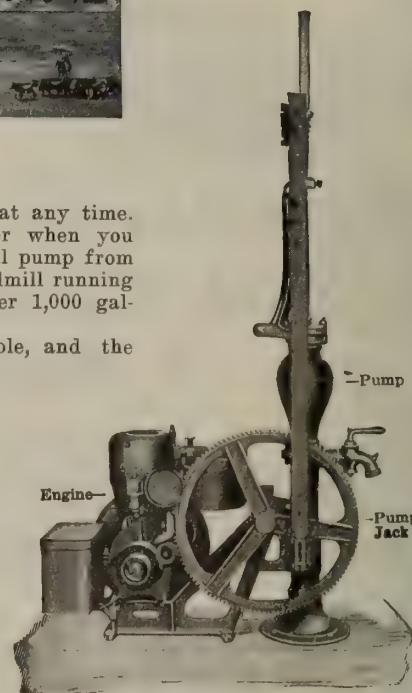
Keep one in stock.

**The Canadian Fairbanks-Morse Co.
LIMITED**

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA



With Best Wishes

for

"A Merry Christmas"

and

"A Happy and Prosperous New Year"

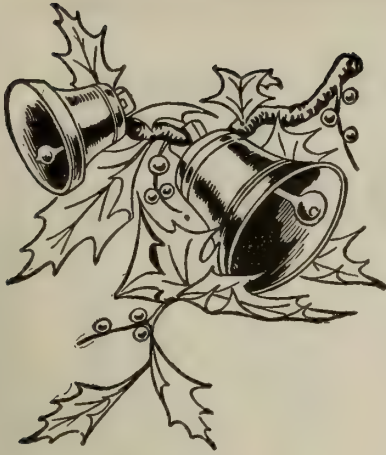
**THE SHEET METAL PRODUCTS COMPANY
OF CANADA, LIMITED**

Successors to KEMP MANUFACTURING COMPANY

Montreal

TORONTO

Winnipeg



Christmas Greeting

To the Hardware Trade



WE are going to "lay by the Shovel and the Hoe" etc., for the next 10 days and devote the time to enjoyment.

At this season We All feel like relaxing from work and worry and giving ourselves over to the promptings of fun and good fellowship.

It is a good time to exhibit our more friendly feelings by gifts and tokens and words of good cheer. A spirit which by Nature we all are more endowed with than appears sometimes through the hard, crusty surface of business responsibilities.

Let's All endeavor to Make this the Happiest Christmas yet for ourselves and for others.

LEWIS BROS.

LIMITED

MONTREAL



This May Seem a Little Selfish to You:

Our Grate Business Has Been "Great"

Our Mantel Business Has Been Gratifying

Our Tile Business Has Never Been Better

We, our goods and our methods seem to have
been appreciated, and we certainly appreciate
you and wish you a

Merry Christmas

and a

Happy New Year

YOURS FOR "QUALITY"

THE BARTON-NETTING CO., LTD.,

38 Ouellette Ave.

WINDSOR, ONT.

Mantels, Grates, Tiles.

Fire-Place Furnishings,

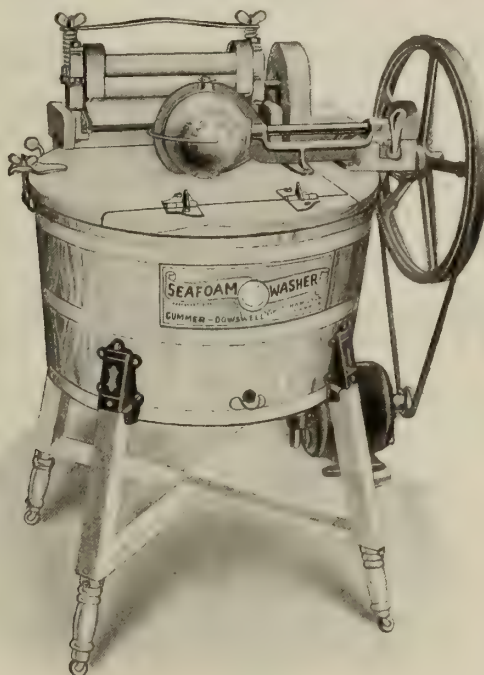
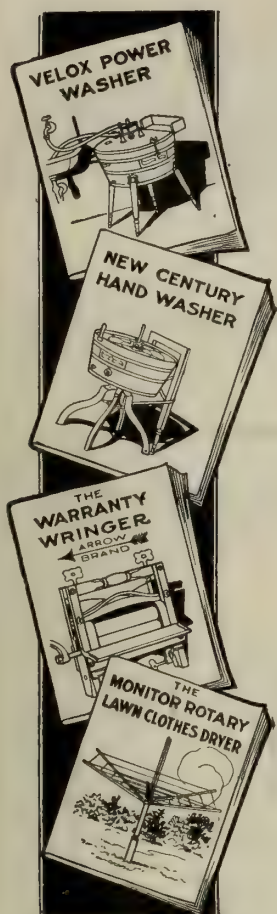
Electric and Gas Fixtures.

Home Laundry Helps

There is nothing a Hardwareman can suggest that will so help a customer choose an appropriate and useful Xmas gift.

They fit every purse and will keep a Housekeeper happy 52 Washdays every year.

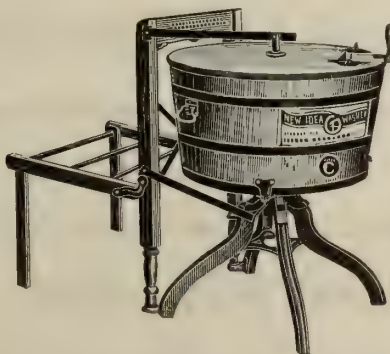
They're the handiest thing in a Woman's Workshop.



Seafoam Electric
Combination Washer and Wringer



Playtime



New Idea



New Century

Power Washers

Electric
Water Motor
Belt Driven

Power Washers and Wringers Combined

Electric and Belt Driven

Laundry and Power Wringers

7 Styles—8 Sizes—4 Grades.

Hand Wringers

5 Year ANTI-CHEMICAL
Grade

6 Styles—16 sizes

5 Year ARROW BRAND
Grade

21 Styles—43 Sizes

3 Year ARROW BRAND
Grade

22 Styles—48 Sizes

2 Year Grade

11 Styles—16 Sizes

1 Year Grade

23 Styles—57 Sizes

Clothes Mangles

Rotary Lawn Clothes Dryers

Cummer-Dowswell Ltd., Hamilton, Ont.

Agents—W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg,

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

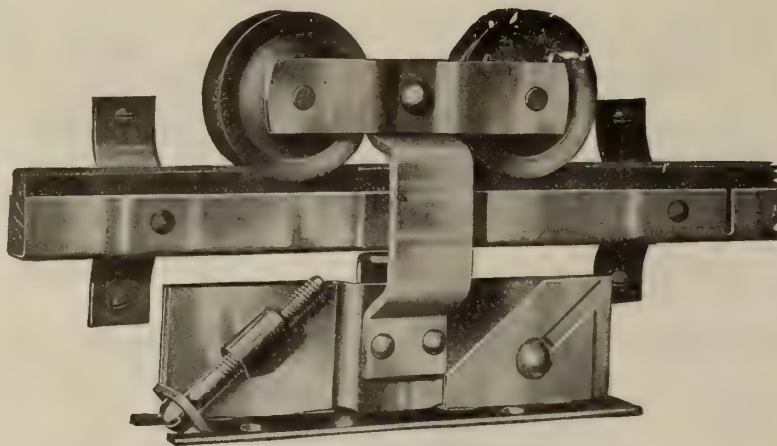


We Wish All Customers and Friends
a Bright, Joyful Christmas, and hope
that each one may have a Happy,
Prosperous New Year.

Caverhill, Learmont & Co.

Montreal





The Hatch Parlor-Door Hanger

WHO'S WHO IN HANGERS

OUR Hatch Parlor Door Hanger

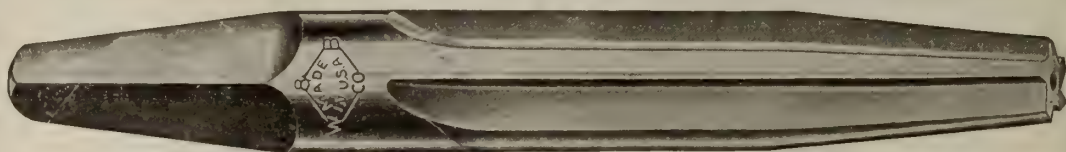
is a silent hanger—absolutely silent. It runs smoothly and does not get out of order. It's well worth looking into, and means "entire satisfaction" to the purchaser.

PREPARE FOR THE BIG BUILDING BOOM IN 1913.

Crescent
Brand

Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the famous Crescent Brand Butts and Hinges

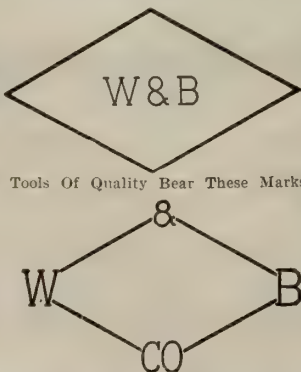


"W & B" Machinist Supplies

If it's a job requiring unvarying accuracy select a tool from the "W & B" Line of Machinist Supplies.

"W & B" Tools have a backing of 58 years of manufacturing experience and the best known materials for their respective services.

Our factory facilities, stocks on hand and means of distribution afford a service that makes it possible to fill the international de-



Tools Of Quality Bear These Marks

mands for tools of "W & B" quality.

Every user of tools should have our "Catalogue No. 82-B" on hand for reference.

The "W & B" Line

Arbors (4 styles)	Keys (3 styles)
Bits (11 styles)	Machine Handles (9 sizes)
Centre Keys or Drifts	Mandrels (31 sizes)
Chisels	Punches (4 styles)
Chucks (3 styles)	Reamers (40 styles)
Cotters (3 styles)	Socket and Sleeves '6 styles)
Countersinks (7 styles)	Thumb Nut Blanks (10 styles)
Drills (67 styles)	Thumb Screw Blanks (18 styles)
Drill Cases (2 styles)	Wrenches (58 styles)
Drill Sets (6 styles)	
Drill Stands (2 styles)	
Files (for every service)	

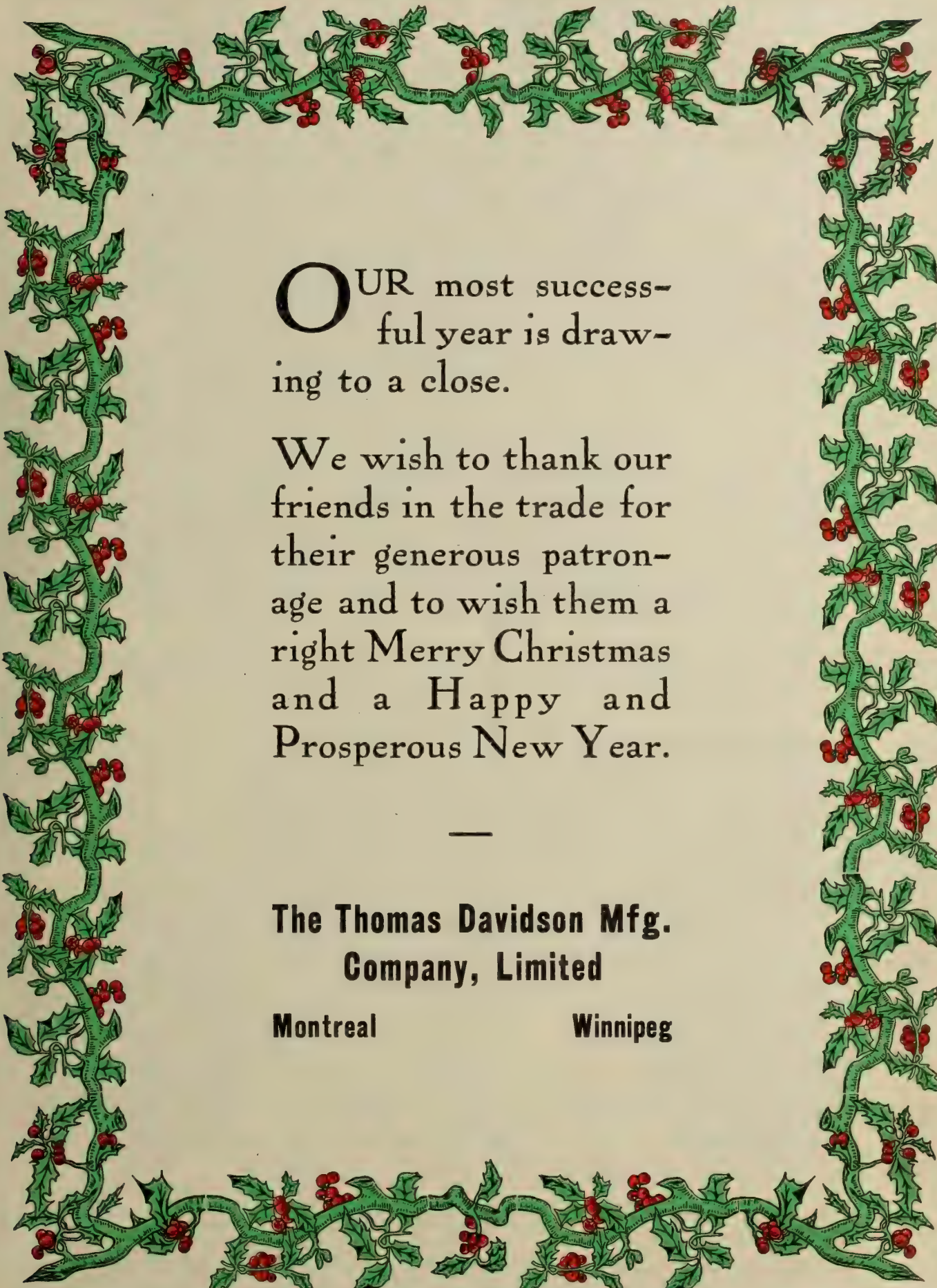
THE WHITMAN & BARNES MFG. CO.

Established 1854

Factory at ST. CATHARINES, ONT.

Stocks Carried at WINNIPEG and MONTREAL





OUR most successful year is drawing to a close.

We wish to thank our friends in the trade for their generous patronage and to wish them a right Merry Christmas and a Happy and Prosperous New Year.

**The Thomas Davidson Mfg.
Company, Limited**

Montreal

Winnipeg

DOMSTEEL WIRE PRODUCTS

"From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length**

WIRE NAILS
All Standard
and Special Gauges



We own and operate our own coal and ore mines. We make our own pig iron and steel; therefore we can produce the necessary grades of steel for any purpose.

OUR SHIPPING FACILITIES are the very best.

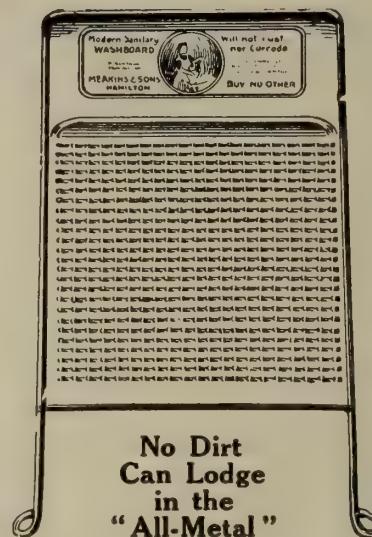
Stocks carried at both Montreal and Sydney.

DOMINION IRON & STEEL Co., Ltd.

HEAD OFFICE AND WORKS—SYDNEY, N.S.

SALES OFFICES:

Sydney, N.S. and 112 St. James Street, Montreal



No Dirt
Can Lodge
in the
"All-Metal"

In the Meakins' Sanitary Washboards there is no wood to warp or any joints to come apart—being made entirely of metal (unrustable) they are very sanitary and durable.

Meakins' Sanitary Washboards

have the qualities which recommend them to the housewife. They outlast the old-fashioned wooden kind many times, no zinc edges to come loose to catch dirt and scratch the hands.

People buy on sight. Sell Meakins' and you sell the best in washboards.

Meakins & Sons
Hamilton, Ontario

Have YOU received YOUR Coin Mat?



If not, a Postal to us
will bring it.

Place it where it will do
the most good.

Make it a point to always
pass the change on the
Brantford Mat. Not only
because it protects your
glass from being scratch-
ed, but it also brings

**BRANTFORD
ALL AROUND GLUE**

to your Customers' notice.
This means SALES and
moves the goods.

Help YOUR profits by
using the Coin Mat right.

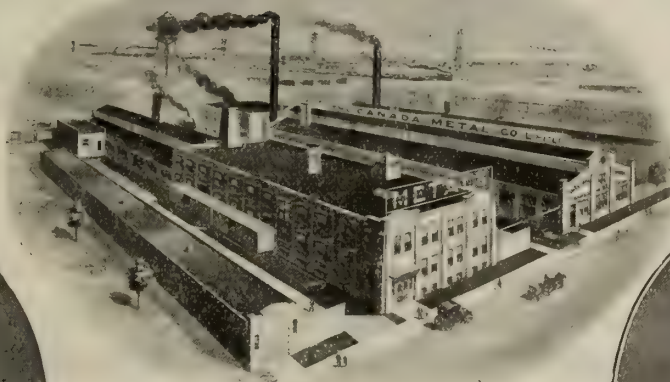
**CANADA GLUE CO.
LIMITED**

BRANTFORD, ONT.

Manufacturers of Glue and
Gelatine of all kinds and for
all purposes.

Head Office and
Factory
TORONTO

Branch Factories
MONTREAL
and
WINNIPEG



W. G. HARRIS, President



W. G. HARRIS, Jun., Vice-President

1912

HAS BEEN A MOST SUCCESSFUL YEAR.
WE APPRECIATE YOUR HELP AND WISH YOU

**A Merry Christmas
AND**

A Happy and Prosperous New Year

The Canada Metal Co., Limited

TORONTO

:-:

MONTREAL

:-:

WINNIPEG

WIRE ROPE



Haulage and Hoisting Rope

Standard and Lang's Lay

—MANUFACTURED BY—

**The B. GREENING
WIRE CO., Limited**

Hamilton and Montreal

Rope Fittings

Rope Grease

WRITE FOR CATALOGUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

The Standard Clipper!

We invite comparison either in foreign or domestic lines of Clippers

THE
BURMAN
No. 17



BRITISH
CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts.

All British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

B. & S. H. Thompson & Co., Limited

Sole Canadian Agents

MONTREAL,

- - - - -

QUEBEC

A NEW WRINKLE IN PISTON PACKING

Magnolia Metal Co., 113-115 Bank St.,
New York, N.Y.

Shortsville, N.Y., July 10th, 1912.

Gentlemen:—

Your letter received some time ago regarding my experience with Magnolia Metal would have been answered before, but I was giving your metal a new test.

I have used it on crank pins, main bearings, guides of engines, also bearings of motors and high speed fans where other metals failed to hold. I had one 36 in. Fan that had to be rebabbitted nearly every day. After putting Magnolia in, it held over a year; held until the oiler neglected to keep plenty of oil in oilwell, which was no fault of the metal. It was on this Fan that I first learned of the value of Magnolia.

But the test I now wish to speak of is a Piston Packing for which I found that Magnolia proved a great success on a 180 H.P. Engine at 90 R.P.M., carrying load of 250 I.H.P. I could not keep any packing in stuffing box on piston that would hold over three or four days, so concluded to try Magnolia. Here is my method: I take the metal, place it in a milling machine, mill up fine, then prepare cloth sacks, fill with fine metal, wrap them around the piston, screw up gland and put engine to work. Piston will blow back two or three days and then stop, and you will then have a perfect packing. I found that the pressure will drive metal together which will wear for years. I have found that this never fails on bad rods, where no packing will hold. I never tried this before on an overloaded Engine, but on Engines carrying the rate of power, but this engine that I have just treated is 180 H.P. Corliss doing 250 I.H.P., and it has proved O.K., as it always has before.

You may use this letter if you wish or I shall be pleased to aid anyone by my experience in using Magnolia, for I know its worth, as I have used it in some hard places and always found it true to wear without trouble where other metals failed.

I always keep Magnolia on hand and would not be without it.

Yours very truly,

F. N. TITUS, Engineer,

Shortsville Wheel Works, Shortsville, N.Y.



SPECIAL OFFER.
PRACTICAL ENGINEER POCKET BOOK — 700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.



Sold by leading dealers everywhere, or by
MAGNOLIA METAL CO.

Office and Factory
225 St. Ambroise St., MONTREAL

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



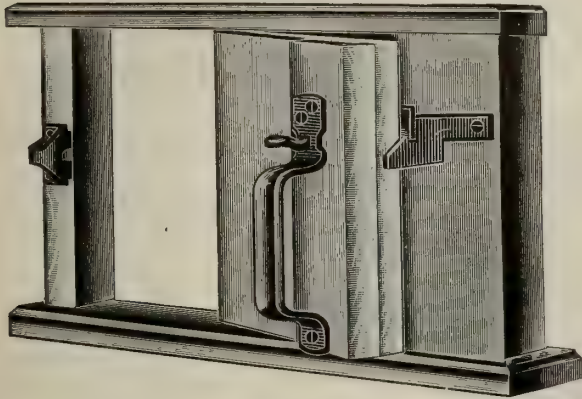
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co.,

715 Park Avenue,
Worcester, Mass.



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn-Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

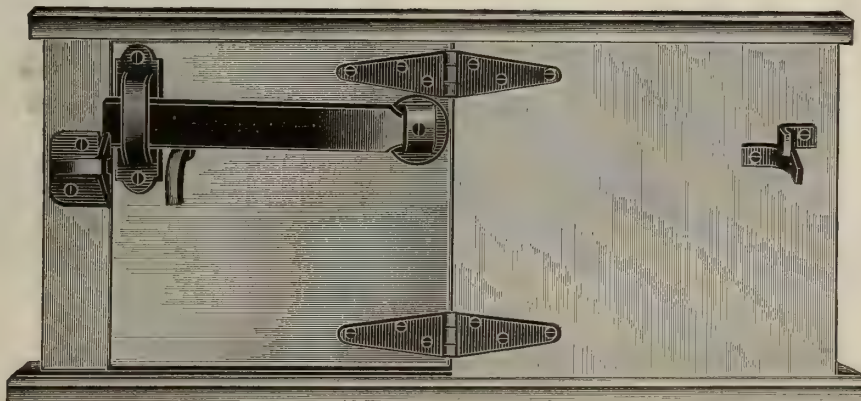
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING,

ILLINOIS



Door Closed



No Noise But the Swish of the Blades



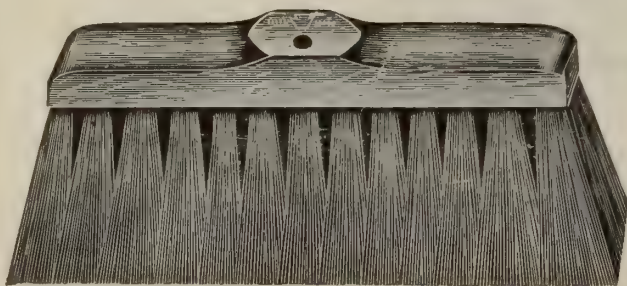
Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.



ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE, - N. J.



STABLE BROOMS

We are the original manufacturers of steel fastened stable Brooms.

Made in all sizes from 12 to 16 inches. Guaranteed to give satisfaction.

Write for latest price list.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont.,

Canada

THE CORONA ROASTER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

Jas. D. Fletcher, Canadian Representative
162 Bleeker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.



Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

shows that the man who sells it is a live aggressive dealer.

A live dealer sees that what is best for his customer is best for him. That's the reason he sells Genasco.

He knows that Genasco is made of genuine Trinidad Lake asphalt, and is ready and anxious to tell his customers what it is made of and why it will last.

Is this portrait of the live dealer—YOU?

Order Genasco from your jobber and make sure it is so.

The Kant-leak Kleet is another sign of the live roofing-dealer.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

SAN FRANCISCO

NEW YORK

CHICAGO

Caverhill, Learmont & Company, Montreal, Quebec,

D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors.



TRINIDAD ASPHALT LAKE.



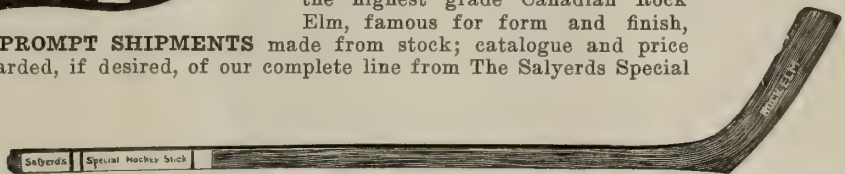
Salyerds

MAKE.

High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



The largest Manufacturers of Hockey Sticks in Canada

Quality, Accuracy and Dependability

are three of the features
that have made the

HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.



Write To-day

For Sale by all Jobbers

C. J. HAMILTON & SON

Plymouth, Mich., U.S.A.

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

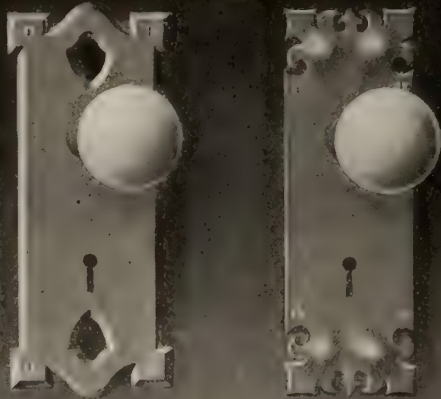
General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,
Vancouver, B.C.; N. B. Misener, Toronto.

ORBIN



MISSION HARDWARE

of designs especially adapted for homes of refinement. Appropriate, decorative, elegantly plain.

P. & F. CORBIN

Division

The American Hardware Corporation
NEW BRITAIN, CONN.

P. & F. Corbin P. & F. Corbin P. & F. Corbin Division
of Chicago of New York Philadelphia

WELL SEASONED WELL BALANCED WELL FINISHED

These are the points that make our line most popular among players.

Still's Hockey Sticks

are made of second growth rock elm and are the most satisfactory line that you can handle.

"STILL'S SPECIAL" is our highest grade stick — a stick for professional players.

"EMPIRE," inferior only to "Special."

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

Write us at once for full particulars and prices.

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario

STILL'S HOCKEY STICKS



¶ Permit us, as we near the close of a busy, prosperous year, to thank the Canadian Retail Hardware Trade for the immense volume of business placed with us this season. We have been rewarded for our Trade Protection Policy to an extent far in excess of our expectations, and we go forward to another year with the determination to continue and to further this policy.

With best wishes for a Merry Christmas and a Bright, Prosperous New Year, we are

Yours truly,

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of **Lumber Tools**
PEMBROKE, ONT.



PERFECT MITRES
are always made with
**THE
LANGDON
ACME
MITRE
BOX**

When supplied
with back saws
fitted by ourselves, they are warranted to do
perfect work.

**QUICKLY
ADJUSTED
FOR ANY
ANGLE.** Some of the advantages over older models are:—In
longer guides, which hold the saw steadier. These
guides are provided with elevators to hold the
saw stationary, when desired, above the work. In
a graduated arc showing the various angles com-
monly used. In supporting guides, to hold the work in place.
In an appliance for quicker adjustment of extension lever.
In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of
saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the **FREE** book
"Tool Practice"

Millers Falls Co.
28 Warren Street
New York



GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY
Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take
the place of that old, batry, rotting, slimy, un-
sanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot
rust. Thoroughly riveted and soldered, so it can-
not leak. Finished around the top with heavy
angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales.
Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day.
Furnish them either square or round bottom.
Ask for booklet on complete line of Hog Troughs
and Steel Tanks.

The Steel Trough & Machine Co.
Limited
TWEED - - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg.
Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.;
Gordon & Son, Eburne, B.C.

No.
231



Cut away to show
Blades in handle

Goodell-Pratt's

**Pocket
Screw Driver Sets**

Many hardware dealers are using these unique
Screw Driver Sets as leaders.
They are great sellers.
Just show them in your displays.
They are full polished, nickel-plated and
buffed, 3¼ inches long, closed, and weigh 4
ounces.
Liberal discounts offered to dealers. Write us
at once.

Goodell-Pratt Company
Toolsmiths
Greenfield, Mass., U.S.A.

TO those hundreds of dealers who have made money selling Preston Sheet Metal Building Goods in 1912, we wish the best of all good things at this Christmas season.

There are still many readers of Hardware and Metal who could make their New Year more prosperous by boosting "Preston" goods for 1913.

You can't lose on the "Preston" proposition. You carry no stock, but sell from catalogue and samples—with our salesmen to help you close the difficult sales.

Without risking any money, you stand to make big profits.

THE **WRITE US ABOUT IT**
METAL SHINGLE & SIDING CO. LTD.
 PRESTON ONT. MONTREAL QUE.

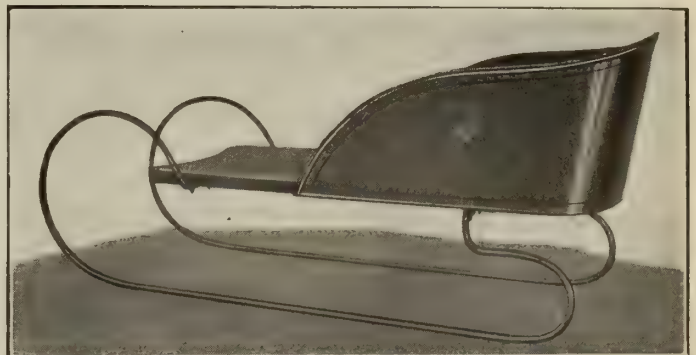
The Goods That Have Made Good
 Because They are Well Made



Exhibit at the Ontario Retail Hardware Association Convention

Large Stock on hand for immediate delivery
 Order at once and avoid the Christmas rush

Factory and Head Office, ST. MARYS, ONT.
 Branches, Montreal and Winnipeg



No. 70

Child's Auto Back Sleigh

"A Good Profit Producer"

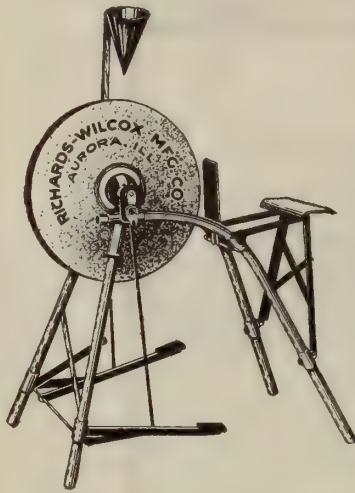
This is a Steel Hand Sleigh that will create a splendid demand. It is very strong, durable and well finished. Allows the dealer good profits.

Length 30 in. Weight 7 lbs. List per dozen, \$21.00.

Packed two in a crate.

Write at once for discounts and full particulars.

**THE CHATHAM MALLEABLE
 & STEEL M'FG. COMPANY**
 Chatham, Ontario, Canada



This is the Grindstone Your Customers Want

An easy operating, long wearing Grind Stone equipped with an attractively finished, strongly constructed Tubular Steel Frame that adjusts itself to

uneven floors and surfaces; a comfortable adjustable seat, and Berea Grit Stone that can be moved to suit convenience of operator; easy operating ball-bearing It's the Grind Stone your customers and your competitors' customers want, and certainly will insist on having.

journals; smooth, light-running crank and treadles that cause the stone to turn rapidly and easily.

Write for Grindstone Catalogue No. 11

Richards-Wilcox



MANUFACTURING CO.

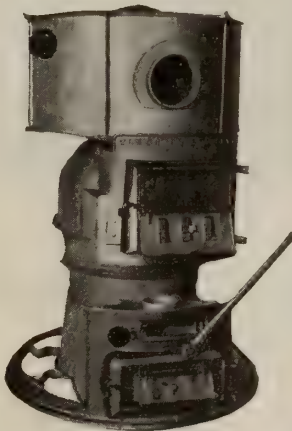
AURORA, ILL. U.S.A.



104 THIRD STREET

"Rival" Furnaces

For Good Profits



The "Rival" is a furnace of the utmost reliability. With it, your customer will realize that his money is well invested.

Will it not pay you to sell such a satisfaction giver?

Every satisfied customer will be the means of bringing you more trade by telling his friends about "Rival" Service.

Write for full particulars at once.

Williams & Taylor

288 PRINCESS ST., WINNIPEG

Manufacturers Agents For

Chas. Fawcett Ltd.

Stoves
Ranges
Furnaces

Bolte Mfg. Co.

Gasoline &
Hand Power
Concrete Mixers



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove.

Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

Mechanism *Versus* Humanism

A man of our acquaintance went out on a farm some years ago in search of recreation.

The farmer at whose house he stayed was engaged in cutting hay from his extensive fields by the old scythe method. This man of our acquaintance, believing the exercise good for him, went to work with the helpers, and, scythe in hand, began leveling the grass. The scythe worked fine, and he enjoyed every minute of his work—or play. So much so, in fact, that the following day he again insisted upon being allowed to participate in the mowing.

But after awhile his scythe, the same one he had used the day before, did not seem to work very well. Believing it was dull, he whet and re-whet it—yet with the same result. He cut and slashed for a long time, and then gave it up.

“That old scythe is no *good!*” he fumed, casting it aside.

A day or two later he saw the mowers nearing the house. Their steady, rhythmic progress fascinated him, and he longed to get back in the field.

Just then the farmer passed, and this man of our acquaintance asked him about another scythe.

“That one you had is the only extra one. It’s a good scythe, too,” went on the farmer; “only you don’t know how to use it.”

Stung to action, the man seized the scythe, and hurrying out into the field, set to work. The scythe worked beautifully — greatly to his astonishment, for in his haste he had not re-sharpened it.

At dinner he stated this curious fact to the farmer.

“Well,” returned the farmer, “the scythe was *always* all right. *You* didn’t feel right yourself that day—that’s all.”

There’s a moral to this story. Apply it to your saws and tools when they don’t seem to work so well some day.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A

REPRINTED FROM
THE DISSTON CRUCIBLE
OF SEPT., 1912

==== **McClary's** =====



"Perfection"
self-basting roaster

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven

***It gives meat and fowl THAT
delicious flavor***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will
burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

The spirit of Good Fellowship, Peace and Good Will prevails. In that spirit we extend cordial Christmas Greetings to all those with whom we have had business relations during the past year.

McClary's

The Burrowes' Patent **DUSTLESS ROCKER ASH SIFTER** Will Prove a Profitable Addition to Your Stock

This sifter is in three parts—Ash Receiver, Ash Holder and Scuttle.

The "Burrows" is the only sifter with a scuttle fitting dust-tight. The scuttle is made free by raising end of top a little; and the only sifter that **Cinders Can Be Dumped From Screens To Scuttle Without Dust Escaping.**

The Ash Holder can be emptied by removing the top and scuttle. A barrel of ashes can be sifted with this sifter with removing the scuttle but twice.

Only Rocker Sifter Made—works as easy when full as empty, as the weight is always on the ground.

Will not clog, rust or burn.

Screens are Galvanized, and the Rockers are of strong Angle Iron, and is, without doubt, the best sifter to offer to the trade.

It will save its cost from the first \$30 of coal. Will last a lifetime.

A display will bring many buyers your way.

Send a trial order NOW.

Write for particulars.

The Burrowes Mfg. Co.
611 King Street West, Toronto, Ont.



"GALT" STEEL SHINGLES

Sales increased 50% during 1912 because :-

They look well.

They are easy to sell.

They can be easily laid.

They make a tight roof when they are laid.

Write for our new roofing catalogue "B 5"

The Galt Art Metal Co., Limited, (Dept. "C")
Galt, Ont.



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers

A. C. Leslie & Co., Limited
MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch



CHARCOAL TINPLATES

High grade genuine Charcoal Plates.

Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

Everybody's Doing It! Doing What?

Why ordering spring shipments of Garden and Mechanics' Tools
from Robert Sorby & Sons, Ltd. - Sheffield

Per Geo. H. Saywell, Winnipeg



Canadian Representative

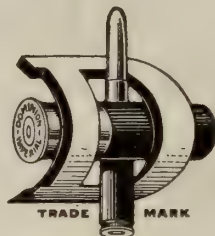
The "Bayard" Auto-Cocking and Ejection Rifle
is [the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

For Sale By All Leading Wholesale Hardware Firms

Dominion Ammunition made by Canadian Workmen, for Canadian Sportsmen.



When buying Ammunition you can make no mistake by buying Dominion, as every cartridge is fully covered by our guarantee. "A new box of cartridge for every mis-fire."

A FULL LINE OF ALL STANDARD SIZES CARRIED BY ALL DEALERS.

Dominion Cartridge Company, Limited

Montreal, Canada



FOR DEALERS — "The Line of Least Resistance"



"To Make Remington-UMC Arms and Ammunition Easiest for YOU to Sell"—that is the motto throughout every department of our organization.

No part of our sales plan involves the "loading up" of any dealer—the major part of our sales effort is aimed at moving the goods from dealer to consumer on a steady, profit-making schedule.

We are persistently courting the consumer for **your** benefit—personally showing the very man who shoots that it is to his vital advantage to tie to Remington-UMC for best scores and to buy his supplies at **your** store.

Our development representatives and demonstrators are not only working constantly among **known** shooters everywhere, but they are encouraging beginners—preaching and teaching the principles and practice of good, clean shooting.

Our unceasing advertising is driving home to sportsmen in **your** territory, **every day**, the merits of our line and the meaning of our continual string of victories won the world over.

A perpetual harvest is being maintained for **your** reaping. Your crop will be in proportion to your sowing—which means only showing a **representative** line of Remington-UMC Arms and Ammunition. This is **your** share in the work.

To get full efficiency in your sporting goods department, enlist our sales experts and your jobber in your service to-day. Find the Remington-UMC line best adapted to your territory and show it.

Remington Arms-Union Metallic Cartridge Co.

299-301 Broadway

NEW YORK CITY

Canadian Office: J. H. Ross, Mgr. 604 Standard Bank Bldg., Toronto, Ont.

Getting Good Results From the Tinshop

Records Should be Kept of All Time and Material—The Forms Used by Orillia Hardware Co.—Disputes and Losses Have Been Minimized—A Description of the Tinshop and the Equipment Provided.

(Written for Hardware and Metal by E. A. Latimer, with the Orillia Hardware Company.)

Keeping record of the working hours of men employed in the tinsmithing department and the amount of time occupied on various jobs has been a source of trouble to a large number of men in charge of this class of work. On occasions where a dispute has occurred between customer and dealer after the work has been completed, regarding the amount of time involved, it has been found a very difficult matter to reach an amicable agreement unless records can be produced to show exactly the amount of labor and material that has been used. Disputes are bound to occur at certain times and unless a customer can be shown by records that he is mistaken he is liable to have an unfriendly feeling toward the dealer. To prevent errors, we have introduced the use of a time sheet that is used in a number of large shops in the United States. An illustration of same is shown in this paper and it can be seen that the time sheet is divided into the

quarter hour system. We find this to be the most simple and satisfactory time sheet that we have ever used, and we very seldom have trouble of any kind.

If using this time sheet the full time of all the men is accounted for, and the exact time spent on each job can be looked up on a moment's notice.

The time sheets are sent in every night and show the name of employe, whether workman or helper, and date of job.

The exact time spent on each job is shown on the sheet and a space is reserved at the bottom to show the amount of material used and any other notes that the workman may wish to make.

When a man is starting on a job, he enters in the time space, the name of the party that is having the work done, and when the work is completed it is also shown on the time sheet, in the space representing the time that the workman finished the job.

The time sheets of all the men are

kept on separate files until the end of the week when the time is figured up and charges are made.

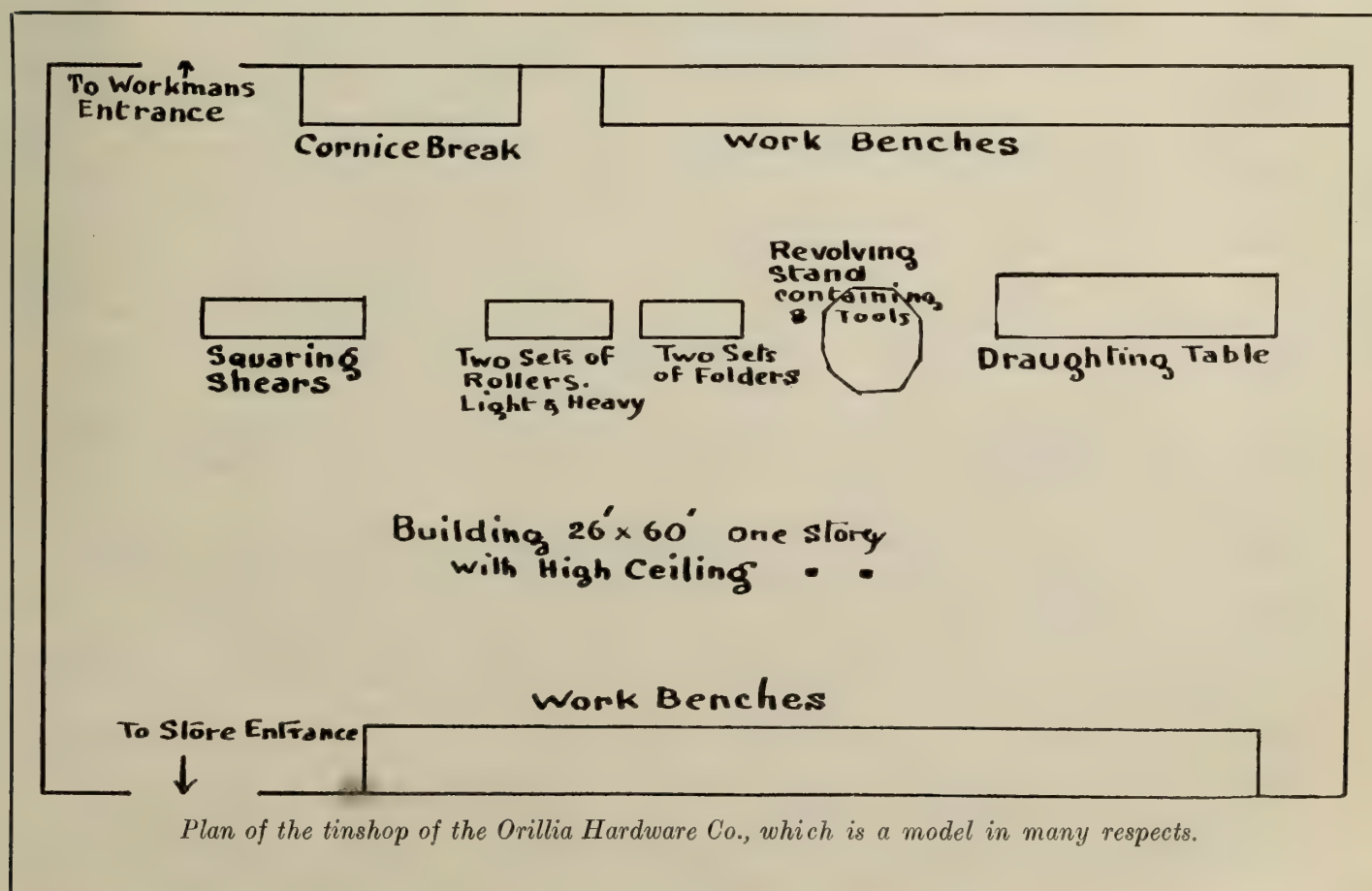
Time Sheets Filed Away.

We make it a point to file away all our time sheets and in the event of a dispute we can look up the time sheets on a moment's notice. A large number of people do not care to sign a contract and we make three copies of all contracts. One is given to the customer, one to the foreman, and the third is kept in the office. In doing this it does not leave much ground for dispute and we very seldom have trouble of any kind.

Special Price Book Kept.

A special price book is kept for use in the store which contains prices on smoke pipe, eavetrough, and furnace pipe repairs, and is found valuable, as any of our salesmen in the store can attend to the wants of many customers that require goods in this line.

We keep our tin stock in closed build-



ings all the year round, and we have no trouble with damaged goods on account of exposure to weather conditions.

In our plumbing and steamfitting department we employ nine men and use the same time sheets as in our tinsmithing department. Our method of keeping a record of supplies and material in this department varies from the other, in the fact that we have a stock room and a special stockkeeper who devotes his whole time to this work.

Complete Record of Goods.

All fittings and pipe are kept in the stock-room and all goods taken out are charged by the stock-keeper to the job on which they are to be used. The name

next season will measure 48 in. by 120 in., and we think that a great saving can be effected both in time and material. On the plan of our workshop, will be noticed a revolving table or work bench and we think that it would be found very useful if introduced into every shop that is without one.

This table is octagon in shape, and is fitted with eight useful hand machines; namely, wiring machine, two burring machines, two turners, circular shears, double seamer and setting down machine. This table has been found very useful, for instance, in making sap pails. As many as four men may be working on this table, and the work may be passed



A leak that is noticeable around a large number of hardware stores to-day is the waste of good advertising material. The majority of manufacturers supply a large number of trade helps for the dealers and in many cases they are allowed to lay on a shelf until out of date. It is not an uncommon occurrence for these helps to find their way to the waste paper basket. The manufacturers go to great expense in getting out some of the attractive booklets and circulars for distribution by the dealer to his customers, and if they are not used properly there is a double loss. A neat booklet or circular wrapped in with each parcel will, in the majority of cases, attract the attention of the customer when opening the parcel. As the unwrapping usually occurs at home, the customer has plenty of time to read the advertising matter.

A test cast was made by a hardware firm that was trying to introduce a new style cooker. The clerks were instructed to place a circular in each parcel, and a number of circulars were placed on the wrapping counters so that no time would be lost. It was surprising to the firm to see the number of enquiries as a result of this method, many of which did not come for some weeks after the distribution of the circulars. Hardware dealers have a good opportunity to try out this method of advertising as there is no cost attached, and manufacturers are willing to supply any quantity providing it is used in the proper manner.

THE ORILLIA HARDWARE CO. TIME SHEET

Workman _____ Orillia, _____ 191

Helper _____

HRS.	1/2 HOURS	1/4 HOURS	1/2 HOURS	1 HOUR
7				
8				
9				
10				
11				
12				
1				
2				
3				
4				
5				

Time Sheet Used in the Tinning Department of the Orillia Hardware Co.

of the workman is also taken. Goods that are returned are credited by the stock-keeper and in this manner a complete record is kept of all the goods used in this department.

We are fortunate in having a large work shop on the ground floor, with a high ceiling and well supplied with light. A work shop located on the ground floor is very convenient and much time and extra labor is saved, which would be lost providing the men had to go to an up-stair workroom.

The machines we have in use at the present time are for 36-in. stock, but we are having them changed in order to handle 48-in. stock for the coming season. All the iron we have booked for

from the hands of one workman to the other. In this way a great amount of time and extra labor may be saved.

Attention has also been paid to the conditions of the shop in which our men have to work. We have a very high ceiling and the shop is well supplied with light.

We have windows on all sides of the building and the shop is well heated for work in the winter. We find that a much greater amount of work will be done by the men when working in a shop where they are comfortable and not crowded. We do a large amount of special work for one of our large factories, and can always use our full staff of men at all seasons of the year.

CHANGE IN YALE & TOWNE STAFF.

New York, N.Y.—R. T. Hodgkins, for several years manager of the chain block department of the Yale & Towne Mfg. Co., has resigned to accept a position with another company.

Chas. W. Bearer, who for many years has been connected with the chain block department, first as salesman and later as assistant manager of the department, and who, for the past two years, has acted as a special representative in Europe, has been appointed to fill the vacancy and will assume the duties of his new office about February 1.

Christmas Greetings



O the merchant, Yuletide has a double significance. It is not only a time for unreserved merrymaking and for the strengthening of bonds of friendship with one's fellowmen, but also a period of extreme trade activity. Gift giving is the most essential feature of the Christmas celebration and, in consequence, the few weeks immediately preceding the holiday are perhaps the busiest of the year for the merchant.

The merchant pays a heavy price for his share of Christmas profits. Attending to the wants of holiday shoppers is a strenuous occupation, and it is always with a sense of deepest relief that, somewhere about the time when the midnight bells herald in the day of general rejoicing, he slowly wends his way homeward.

But no amount of enervating toil or continued worry can dampen the ardor that Christmas arouses in every heart. Leaving the perplexities of business behind him, the merchant plunges into the festivities whole-heartedly. Despite the fact that they part on Christmas Eve with enthusiasm at a more or less low ebb, the holiday serves to establish closer relations between the merchant and the members of his staff. The satisfaction that comes from the knowledge of a heavy task well done is found on all hands. A better understanding arises out of the holiday trade. Mutual good wishes are inwardly felt, as well as openly expressed.

To one and all—to the proprietor, manager and salesman—Hardware and Metal extends hearty greetings. That the season now well under way will prove abundantly profitable and serve as a fitting prelude to the enjoyment of a happy holiday, is the sincere wish of this paper.

But other thoughts arise at this season of the year. The mind does not focus entirely on the pleasures ahead, but unconsciously travels back over the events of the past year. It is a time of retrospect. Joy at the Christmas season is unconfined only when the thoughts that arise of past events are untinctured by memories of bad fortune or sorrow. From such marring influences, the coming celebration should be singularly free. The year 1912 has been a prosperous one and, with few exceptions, merchants have found it profitable. Except where personal bereavement or loss serve to check the seasonable merrymaking, the holiday should pass without a single feature to mar or detract.

New Year treading closely on the heels of Yuletide brings another train of thought in its wake. The mind bounds from thoughts of the past to speculation on the score of the future. What prospect does 1913 hold forth? Little doubt need be entertained on this score. The year should be fully as prosperous as the year that is over. Indeed there is every reason to anticipate that conditions will show a betterment and that the records of 1912 will be set at naught.

Lastly, comes the thought of New Year's resolutions. It is inevitable that we should form new resolves, rebuild our ideals and plan bigger things at the inception of each year. The man who starts the new year with no such mental stimulus must be either an egotist, hopelessly burdened with fatuous delusions, or a failure sunk too deeply in despondency to hope, or care, for a new start. Every one of us, merchant, salesman, journalist, can find plenty of ways, to improve ourselves. Let us resolve to apply the remedy in each case.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

PREPARING FOR PARCELS POST.

THE post office department of the United States is making an effort to have everything in readiness for the first of January, when the Parcels Post law will be put into operation. Maps showing the Zone system and explanations of the rates are being distributed wholesale, with a view to fully informing the public as to the terms.

The retail merchants of the country are following the matter with deep interest. While it is not feared that the fate of the retailer hangs in the balance, it is a certainty that the new system will double the difficulties under which the local dealer labors. The mail order menace will assume more dangerous proportions. If the new law proves practicable, and becomes permanent, the retailer will be face to face with a situation of serious import.

In the meantime, retailers are preparing to meet the new conditions as best they may. They will put up a bolder front to the catalogue opposition. They will also strive to turn the parcels post system into a help to themselves. By securing prompt shipment of goods through the mails, they will be in a better position in some respects to face the mail order houses.

Retailers in Canada will watch developments with keen interest, as a similar innovation is threatened in this country.

"SHOWING" THE VENDOR

THE State of Missouri has most aptly been termed "show me land." The Missourian wants to be shown every time; he does not take anything for granted nor allow conditions to exist just because he is too lazy or indifferent to find the remedy. And so with itinerant vendors, the native Missourian wanted to be shown why they were allowed to peddle goods around the country, taking trade away from the local merchants and then taking all their gains away with them.

A new itinerant vendor law has been passed in Mis-

souri, which provides that all vendors must first deposit \$500 with the Secretary of State to serve in the nature of a bond and pay \$25 annually for a license. The \$500 in cash is held as long as the holder of the license operates in the State. It thus serves as indemnity in case the vendor is found to be selling worthless goods or working a swindle on citizens. The dupes can secure indemnity from the Secretary of State. As a further bar, the vendor must pay the license fee of every county and municipality that he enters. Truly, the way of the itinerant vendor is hard in Missouri.

As a result of Missouri's desire to be "shown" some of the vendor's cash, the species is becoming almost extinct in that State. Legislation along similar lines, if introduced generally, would soon eliminate itinerant peddling almost entirely.

CHIEF CAUSE OF SHIPPING DELAYS.

THE cartage and freight conditions in Canada have certainly not reached the Utopian stage. There are few wholesalers and manufacturers who have not heard complaints from their retail customers, and in justice to the former it must be said it is not always their fault.

No doubt there are many times when wholesalers and manufacturers fall short of the mark in shipping goods. But just now cartage and freight conditions are not at all adequate. Delays are occurring, very annoying to the retailer, and yet the shipper has no control over them.

It is quite evident that the railways are not keeping pace with the growth of the country, as they do not seem to be able to handle the freight offering properly, with the result that considerable delay in shipments from wholesalers is absolutely unavoidable. Again, many wholesalers are sometimes in a worse position because they cannot get the goods shipped to them in proper time, and consequently cannot fill retail orders as promptly as promised, in all good faith, by travelers.

Wholesalers and manufacturers anxious to give good service, and who have done so under more favorable conditions with the railways, should not be censured before it has been proven they are the cause of delays.

STUDYING GOODS IN STOCK.

THE best salesman is one who knows the most about the goods he handles.

Every dealer and clerk should, therefore, study the goods in stock so that they can tell the prospective customer something he or she doesn't know about them. Manufacturers annually spend thousands of dollars on printed booklets, display cards, catalogues and other forms of distributive advertising matters. This is done to enable the dealer to sell those goods more easily.

In a great many cases the dealer is too prone to look upon this literature as matter which is only in the way, and throws it out. But if all clerks and dealers were to read it they would secure valuable information about manufacturers' products which they handle. Some of this

matter could with profit be distributed among customers.

It should be remembered that usually the most profit can be derived from that manufactured article where the manufacturer co-operates with the retailer.



GOOD OUTLOOK FOR METALS.

AN American contemporary says: "The present car buying movement is by far the heaviest since 1906, and is superimposed upon a general buying movement which began a year ago. In other words, after a period of four years in which the railroads were very poor buyers, they inaugurated buying on a much more liberal scale, and of late they have been buying still more liberally."

This makes a bright outlook for metal consumption next year.



THE BOY AND THE MUSHROOMS.

A BOY, not long ago, was picking mushrooms on the outskirts of a town. A gentleman who came along while he was at the work, thought that he was none too careful in his selection of the fungi.

"Are you sure those are all mushrooms—that there are not toadstools among them?" he asked.

"Oh! It doesn't make any difference to me," answered the boy. "I don't eat them. I sell them."

This unconscientious youth might be likened to many of the so-called business men of to-day who do not appear to be particular about the quality of the goods they offer to customers. As long as the appearance of the goods offered is such as to make them salable, they, like the boy selling the mushrooms, are apparently ever willing to make a sale.

Such a policy may be all right for the fly-by-night man, whose aim is to reap immediate profits only and not to establish the confidence of his customers, but the man who expects to continue in business and build up a sound trade is certainly unwise to operate along these lines.

In the grocery business to-day, as in many others, it is possible for the dealer to pawn off upon his customers many lines of inferior quality. If it is done, however, there is bound to be reaction, for the customer is bound sooner or later, to discover the fact. Truly, the dealer has probably gained a few cents more on the transaction than he otherwise would, but what benefits him, if he gains a few cents and loses the trade of the customer, as well as weakening his reputation. He who follows the policy of the mushroom seller is penny wise and pound foolish.



POINTED EDITORIALS.

A Merry Christmas and a Happy New Year.

* * *

If 1913 proves as good a year from all standpoints as 1912, there will be few complaints.

* * *

The Suffragettes are becoming desperate and are smashing things recklessly in England. The number of windows broken by members of the furious band is giving a stimulus to the glass business of the English iron-monger. It's an ill wind, etc.

Britain's Prosperity

THAT the new world is not having a monopoly of prosperity is evidenced by reports appearing in Old Country papers. It is made quite apparent that Great Britain has enjoyed a wide measure of industrial and commercial activity during the past year. There are no evidences yet of a slackening in prosperity. Optimism appears to be general.

The Daily Mail, of London, England, presented a summary of conditions recently, giving reports from a number of the provincial manufacturing centres. These reports gave striking proof of the widespread activity in England, and there was marked unanimity of opinion on the score of the bright prospects for the future. An extract here and there will give a general idea of the trend of the statements.

From Barrow-in-Furness comes a story of a "boom" in shipbuilding and steel making. "War is a bountiful jade" for the builders of ships and makers of guns; and rumors of wars seem to be equally effective. Messrs. Vickers's naval construction works could employ 2,000 more skilled artisans if they were to be obtained. Battleships and floating docks are being built for many countries.

Norwich reports that the unemployed have practically disappeared there. In 1908 there were 2,734 men without employment. The number has been shrinking year by year until to-day there are only 503 men without regular work. This can be accepted as the minimum. In a city the size of Norwich, there will always be men unfitted for employment or unwilling to engage in anything resembling work.

York contributes the interesting information that wages have gone up 20 per cent. Southampton reports the briskest commerce in years. From Bradford comes a story of industrial activity so great that workers are being drafted from the country districts around. The mills are so rushed with orders that Bradford manufacturers are blessing the hobble skirt, which they once heartily derided. The small amount of material needed for the skimpy skirt that society affects is the only thing that enables the mills to fill their orders. If skirt manufacturers used as much cloth as formerly, the mills would not be able to meet their requirements.

The brisk condition can be traced to two causes, viz., the general soundness of world-wide trade and the rapid development of British export trade. The export markets have been demanding more and more from the home manufacturer. The exportation of goods from Britain to Canada, India, Australia, Argentine, Brazil, Mexico, China and, of course, other European countries, has been increasing fast.

As a result of the prosperity which has come, partly through the exploitation of export markets, British manufacturers can be expected to show an increasing interest. It is true that the old country manufacturers have never fully realized the importance of the colonies from a trade standpoint. If they had grasped the possibilities of trade development in Canada, this country would have come in for vastly more attention at their hands.

Increasing the Dealer's Cement Sales

Methods of Interesting Farmers in the Use of Cement on the Farm—Photographs of Completed Work are Found Effective—The Proper Storage of Cement—Charging for Sacks is Found the Best Basis to Work Upon.

Portland cement has become such a necessity in the building trade that the sales of this commodity are increasing each year. This increase is not confined to any particular section of the country but is general throughout. The city dealer finds the demand heavier as well as the dealer in town or village.

The town and village trade is mostly in the hands of general merchants, hardware merchants, or dealers in coal, wood, and lumber. The hardware merchant comes directly in contact with contractors or intending builders, as it is to him they look for prices in nails, roofing and shelf hardware. Now the question of interest to the hardware man is "How can he increase his sales of cement?"

The dealer should procure a supply of cement literature for distribution. He should, as far as possible, be familiar with this literature so as to be in a position to give ready information and show the advantages of concrete construction.

Have farmers and householders procure small lots of cement and begin in a small way to make door-steps, hitching posts or carriage blocks. This will give them an insight into the possibilities of concrete construction and increase their confidence to go ahead and build larger structures.

The Use of Photographs.

A good plan is to have photographs taken from time to time of concrete work done in the locality and have the proprietor or contractor furnish an account of the work stating the amount of sand and gravel used, number of bags or barrels of cement, proportions, time required in construction, number of men employed and cost. This information could be tabulated on the backs of the photographs which should be prominently displayed so as to interest prospective builders and stimulate competition.

The Storage Problem.

The storage of cement is an important item. Dealers can, of course, arrange to have as much as possible taken directly from the car but it is always necessary to store a certain portion to fill the orders for odd lots. This should be placed

in a good dry warehouse, the floor of which is elevated above the ground and tightly laid. Cement should not be piled any more than five bags high and a space should be left between it and the outside walls. After being in storage for some time, the exposed parts of the bags feel solid and the buyer might have doubts about the quality of such cement. This is merely a thin caking next the sack and, if the storage time has not been too long, does not affect the quality as it readily pulverizes under handling. To avoid this caking it is well to have the cement turned or repiled at short intervals.

Charging for Sacks.

Have a definite understanding with each customer that he has to pay for sacks in the same way as for the cement. They then become his property but, if he takes good care of them, they will be

bought back at the original price, subject to count and inspection. By insisting on this, dealers will avoid a lot of disputes which might cause the purchaser to deal with someone else the next time he is in the market not only for cement but for other lines. If all dealers would insist on the proper handling of sacks, there would be fewer misunderstandings between customer and dealer and between dealer and manufacturer. Dealers should be unanimous on the sack question and then there would be no fear of a customer going to an opposition dealer who did not charge for sacks or insist upon their proper care.

The sack question is important from another standpoint. A dealer's ideas of a good sack and the manufacturer's often differ. The manufacturer gives credit according to his count, therefore (Continued on page 37.)

CEMENT ON THE FARM.

The practical uses of cement for the farmer are many. A hitching post made of cement is shown in the accompany illustration. It is strong and durable and will give the best of service for an indefinite length of time. Contrasted with a wooden post, the advantages are most apparent. This is but one of the many uses to which cement can be put by the farmer. Hardwaremen should encourage them to use cement for all structural work.



The question of cement handling is an important one from the standpoint of the retail dealer. An article on the subject appeared recently in *Hardware and Metal*. Some new phases are treated in the present article. It is intended to publish further matter, dealing with all phases from a practical viewpoint.

Window Display Suggestions

Christmas
Goods

Last Minute Christmas Displays Should Contain a Wide Variety of Lines—
Price is an Important Consideration and All Articles Should Be Ticketed—
A Display Which Brought Results.

The window trimmer's problem for next week will be to produce a display calculated to catch the eye of the late shopper. A great amount of shopping will be done on Monday and Tuesday and "catch-as-catch-can" rules will prevail. Shoppers will be in a great hurry. The display most likely to appeal to them, therefore, will be one which contains the maximum of suggestion.

Dressing a last minute window becomes a question of presenting varied lines with suggestions and prices, for the benefit of people who are completing their lists at the last minute. While artistic quality is always a valuable feature, it counts probably less at this time than at other times; certainly less than during the earlier stages of the Christmas season. As stated before, people are in a hurry and a "stocky" display of goods with a wide variety, thus presenting a wealth of suggestion, is what catches the eye.

Dress the windows with a variety of the best selling lines. It will be found

advisable to show a good range, thus giving selection in size and price. Everything should be price ticketed. In the opinion of the writer—an opinion which practically all will endorse—it is folly to show goods during the season's wind-up without information as to price. To last minute shoppers, price is the all important consideration. They do not expect to be able to select with as keen an eye to quality and suitability as they might have done earlier in the season. If the prices can be found which suit them, they will be satisfied. Therefore, the price card has a particular appeal for them.

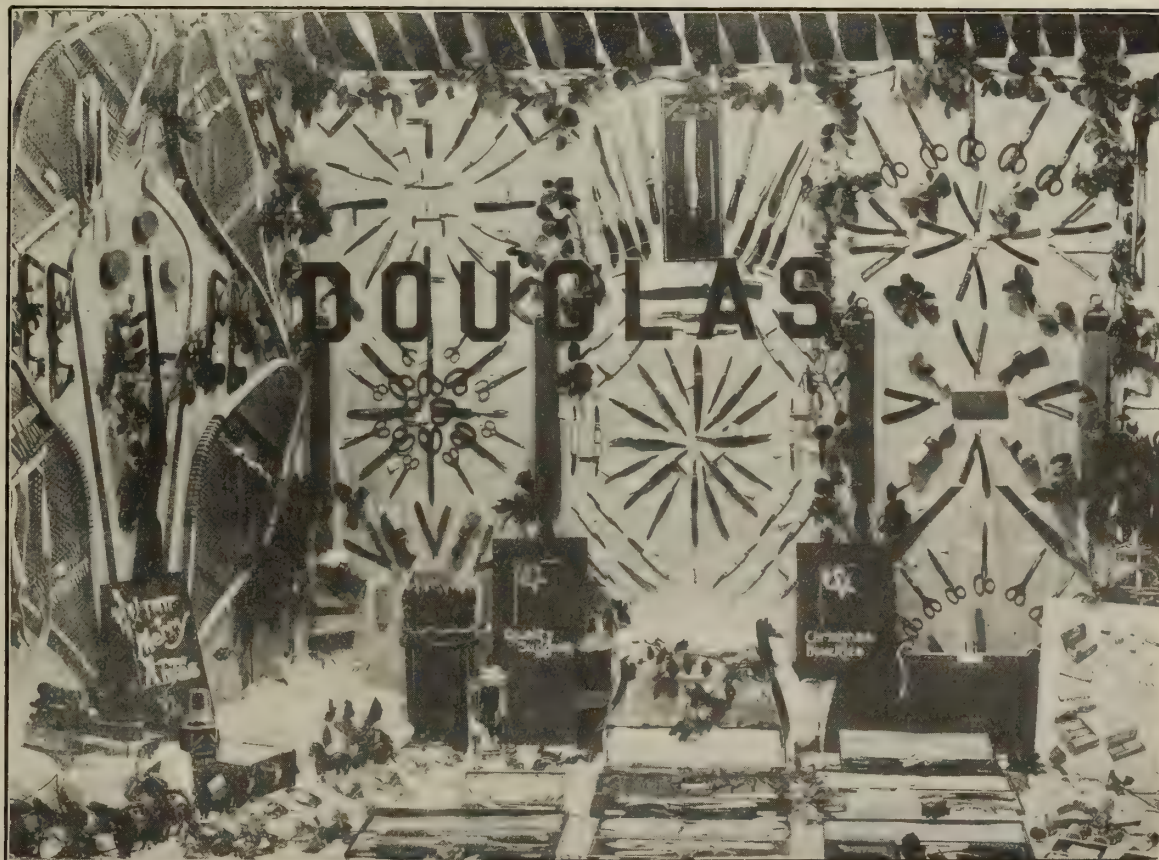
Selling Out Odd Lines.

A splendid opportunity is presented during the last few days of the season to clear out odd lines and left over articles. No dealer likes to be left with stock of this description on his hands but, if it remains in the store over Christmas, it is likely to remain for a considerable time longer. It should be possible to dispose of the bulk of left over lines without interfering with sales

in the staple and better selling lines and the store windows can be utilized to this end. The introduction into the window of a few articles of the kind, with attractive prices indicated, should serve to bring enquiries.

The accompanying illustration contains many suggestions which will be found valuable in trimming a last minute Christmas window. In the first place, there is a wide variety of goods shown. On the background all sizes and kinds of penknives, scissors and shaving accessories are shown. Skates, cut glass, razors, carving sets, sporting goods, Thermos bottles, iron toys and electric irons are shown. Critics might advance the claim that from the standpoint of window display excellence, the grouping of so many diverse lines in one window is not commendable. This may be true but for a last minute window it has undoubted salesmaking qualities.

This display appeared last year in the store of D. W. Douglas, Campbellford. It brought a splendid volume of business.



A splendid "last minute" Christmas window, containing a wide assortment of articles. Shown last year in the store of D. W. Douglas, Campbellford.

Conducting Toy Department in the Store

McNab Bros., Orillia, Have Fitted up Floor Above Main Store as "Toyland"—
A Rest Room Provided for Customers—Contest Now Being Conducted—Splendid Business Being Done in Department.

The sale of toys during the Christmas season has been taken up by a number of hardware dealers throughout the country and in many cases the results obtained have been very satisfactory.

This is true in the case of McNab Bros. of Orillia, who have sold toys to a certain extent for the past three years and on a very extensive scale.

The large store and show windows of the McNab store afford ample space to show off the goods to advantage and the firm have not overlooked the fact that they can display the goods in an attractive manner that will interest old and young alike.

By making a few alterations in the store, a stairway has been built on the right hand side of the store immediately behind the store window, and to the right of the main entrance.

A neat sign in the window and also one above the stairway informs the public that "Toyland is Upstairs." The side wall leading up to the second floor has been fitted with shelving and the customer on the way up sees many lines of goods suitable for Christmas gifts.

A Rest Room.

Toyland is situated on the second floor of the building and the accompanying illustration will give some idea of how the goods are arranged. A rest room has also been fitted up on this floor and the comfort of patrons is well looked after. Table, chairs and reading matter are supplied and a coal heater supplies warmth for those that care to accept the hospitality extended in the rest room.

Cash Carrier Connection.

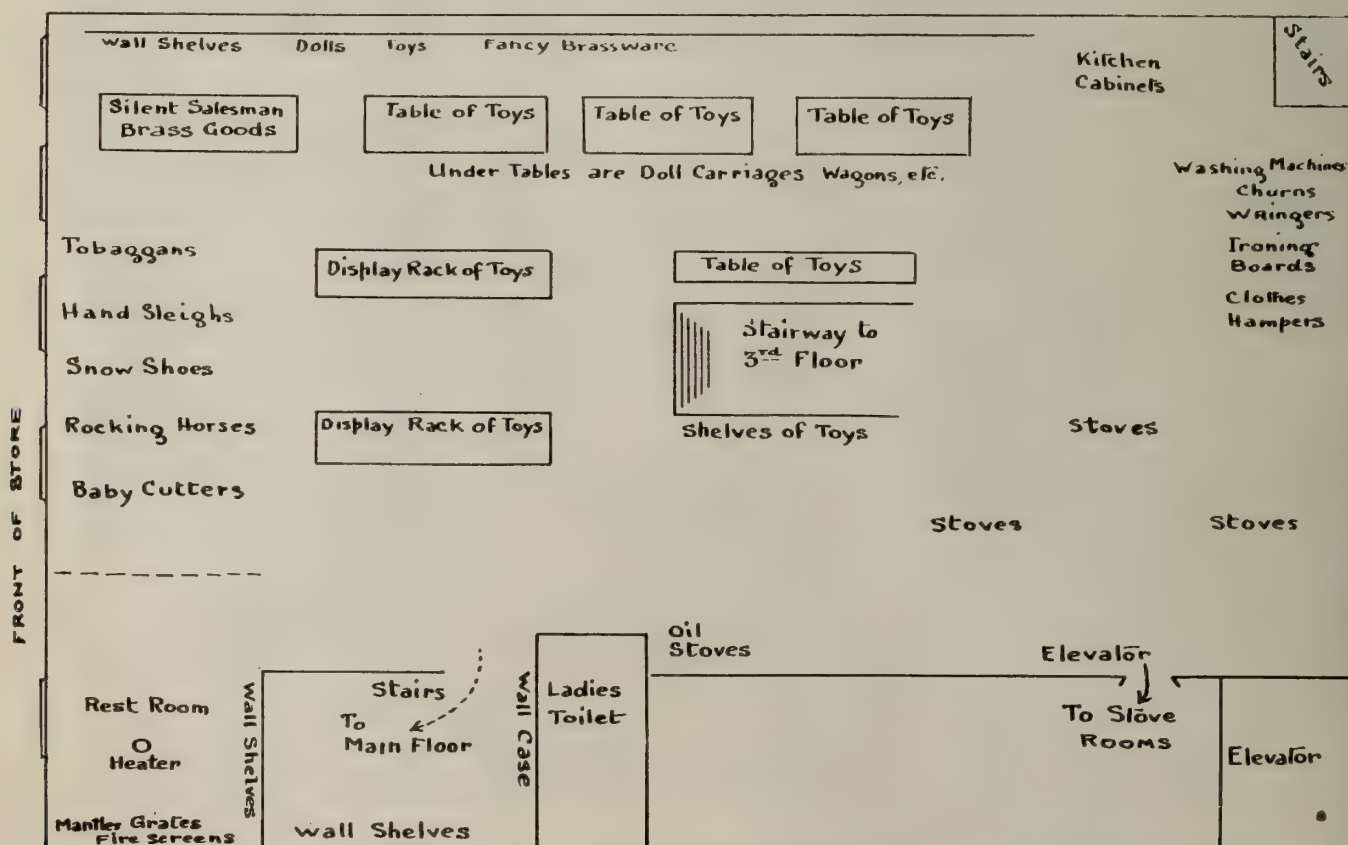
Electric lights have been placed in various places on this floor and Toyland is always well lighted. A cash carrier connects Toyland with the main office downstairs, and a record is being kept of all the sales made in this department. Salesladies have been employed in this department and every courtesy is extended to prospective purchasers. The goods are all marked in plain figures and customers may be seen looking at prices themselves when the salesladies are busy.

Special attention has been paid to displaying the goods and shelves, cases,

tables and racks are loaded with well arranged displays of toys, of all descriptions. In addition to toys, a large selection of sporting goods, toboggans, snow-shoes, sleighs, fancy baskets, etc., are to be found on this floor. The rear part of the floor is devoted to the display of stoves, churns, washing machines, kitchen cabinets, etc.

Santa Claus at Opening.

Toyland was the scene of unusual activity a short time ago when Santa Claus was present at the opening of Toyland, and presented all the children present with picture books bearing the inscription, "Compliments of McNab Bros." A great deal of interest was created and hundreds of children visited the store. In many cases parents accompanied the children and took an interest in the new department. Many large sales have been made and the goods are held in a special store room, awaiting delivery on Christmas Eve. One of the large show windows in the store is used for displaying toys and sporting goods, and the display is changed often in order to keep the children interested.



A plan of "Toyland" in the store of MacNab Bros., Orillia.

A Voting Contest.

McNab Bros. have in the toy window at the present time a large doll, beautifully dressed, which is being offered as a special prize to the girl securing the most votes. One vote is allowed with each 50c purchase and a large number have entered in the contest.

Credit on toys is allowed to customers of good standing but in the majority of cases the toys are sold for cash.

A selection of toys is carried in all seasons of the year, but in the summer months the floor is devoted principally to the displaying of lawn mowers, hammocks, refrigerators, oil stoves, and other summer goods. One saleslady is employed the year round for this department and extra help is secured for the Christmas rush.

McNab Bros. started the toy department in a small way three years ago, and have gradually added to it until they now have a very extensive and well selected assortment of the latest novelties in the toy market. They have not lost sight of the fact that there is a demand for good toys and they have selected their goods accordingly. Judging by the amount of business that is being done in Toyland, it would appear as though it will be a large addition to the regular Christmas trade of this enterprising firm.

**ANNUAL MEETING OF THE METAL AND HARDWARE ASSOCIATION.**

The Montreal Metal and Hardware Association of the Board of Trade held its annual meeting last week. H. J. Fuller, the president, presented a report of the business transacted by the association during the past year, referring to a number of important matters, among these being the question of the increase in the demurrage charges by the railway companies and the threatened increase in cartage rates in Montreal.

The following were elected to office for the ensuing year: President, H. J. Fuller; vice-president, Geo. J. Crowdy; treasurer, Alex. Gibb; directors, H. Walter Dorken, Ross MacMaster, W. J. Hayes and T. Esmond Peck. Ross MacMaster was unanimously chosen as the association's nominee for election to the council of the Board of Trade. The resignation of C. H. Godfrey, who has severed his connection with the metal and hardware trade, was accepted with regret. Messrs. Geo. J. Crowdy, Ed. Goodwill and William Starke were appointed a committee to arrange for the annual dinner of the association.

Compromise Reached in Matter of Rates

Railway Commission Fixes New Cartage Rates at 50 Cents Per Ton and Fifteen Cents for "Smalls"—This decision splits the Difference Between Rates Suggested by the Railways and the Shippers.

Ottawa, Dec. 17.—New cartage tariffs of fifty cents per ton and fifteen cents for packages known as "smalls" were to-day fixed by the Railway Commission at the conclusion of the hearing of the application of the railways to issue increased tariffs of sixty cents per ton and twenty cents for smalls at Toronto, Hamilton and Montreal, and fifty cents per ton and fifteen cents for smalls at other points. The shippers made a compromise offer of forty cents on some classes and forty-five cents on others of freight and fifteen cents for smalls, so that the decision splits the difference.

Position of the Shippers.

J. E. Walsh, of the Canadian Manufacturers' Association explained that in accordance with the suggestion of the chief commissioner a conference had been held in Toronto on December 6, when the views of the different shipping interests had been presented in regard to the increased rates. The cartage companies had not been represented. Mr. Walsh then read a statement setting forth the position of the shippers. They maintained that prior to 1892 freight rates, as published in the tariffs of the railway companies, had included the cost of cartage. Subsequently tariffs were issued by the companies naming separate cartage rates. These had gradually increased from twenty-five cents per ton and ten cents each for "smalls" to the present figure of forty cents per ton and fifteen cents for smalls.

The railways had, therefore, by a gradual process of elimination, substantially decreased their cost for this service, and even at the increased rates they said they were required to pay their cartage agents they would absorb considerably less than prior to the publication of cartage tariffs. The public were now contributing over \$1,000,000 per year to the cost of the service, and with this in mind the shippers contend they should not have to share any further increase.

However, if a compromise were considered advisable by the Railway Commission the shippers would be prepared to consent to an advance in charges to 45 cents per ton on classes 1, 2 and 3; 40 cents to remain on 4 and 5 and smalls to remain at 15 cents. This offer was made on the understanding that the present inadequate cartage service would be made efficient. In the event of the inability of the carriers to

contract with their agents for such a tariff the shippers asked that a uniform cartage tariff be published by the railways under which charges might be billed forward when requested and collected from the consignees by the railways acting as agents for private cartage companies, as was done in Winnipeg.

Offered a Compromise.

W. S. Tilson of the Montreal Board of Trade offered a compromise of 45 cents per ton on all classes.

J. W. Leonard, representing the C.P. R., stated that it would be impossible for the railways to make any bargain with the cartage companies on such a basis, and intimated that unless the shippers were willing to pay for facilities provided by the railways the latter would not guarantee to continue the cartage system.

A letter was read by Mr. Walsh from the Canadian Manufacturers' Association bringing up the question of insufficient facilities provided by the railways, and Mr. H. C. Beckett of the Hamilton Board of Trade had also made the same complaint. The proposed rates he said, would constitute a serious discrimination against Toronto, Hamilton and Montreal. He was willing for the board to consent to the new tariffs if they were to be billed with the freight by the railways and collected at destination. As a director of cartage companies himself he knew they were making money.

"That would be discriminating in favor of the large manufacturers," said Assistant Chairman Scott.

Col. Hendrie, of Hamilton, representing the firm of that name which handled cartage business for the G.T.R., urged that it cost the cartage companies more to do business now.

**INCREASING THE DEALER'S CEMENT SALES.**

(Continued from page 34.)

the dealer should figure his selling price so as to allow himself a certain margin for worthless sacks.

Cement companies are always willing and anxious to co-operate with their dealers in getting their products used wherever possible. If the dealer is trying to induce a customer to use cement and does not feel certain of his ground he should write for information or have one of the company's representatives call and assist in the matter.

Preliminary Steps in Turning Over to Cash

Announcements Should be Made to Public Before Change is Put Into effect, Showing Benefits Which Will Result—A Suggestion for a Newspaper Announcement—Difficulties Which Will Crop Up; and How to Meet Them.

*High River, Alta.
Hardware and Metal:*

We are about to start our business on a cash basis and would like to get from you, if possible, some pamphlets showing a draft of letter to customers in announcing this and also a notice to paper. Perhaps you could mention some of the difficulties that will be encountered and how to overcome them. In fact, we would be glad to receive any information available on the subject.

*Yours truly,
C. A. F.*

CHANGING from credit to cash involves a number of serious considerations. It is advisable to give customers due warning of the impending change and to explain the reason fully. If a customer receives his first intimation of the change when he makes a purchase and proposes to defer payment, he will likely be disgruntled. It will appear to him that the firm suspect him of being poor pay; and, in any case, he will resent the refusal. If, however, he knows that the store has been changed over to the cash basis, he does not expect credit any longer and does not ask for it. It is highly essential that all customers should be made aware of the proposed change before it comes into effect.

If the announcement is worded to good effect, customers can be convinced that the change is being made in their interests. And, as a matter of fact, the customer does benefit fully as much as the dealer. By relieving himself of the burden of collections, losses from bad accounts and the other evils of running a credit business, the dealer is able to give his customers the benefit of better service and, perhaps, better prices. This point should be emphasized in the preliminary announcement.

An Effective Statement.

A few years ago an Ontario firm decided to make the change and, to pave the way, sent the following circular letter out to the public:

To Our Many Customers and Friends.

We have decided to make a change in our methods of doing business, and to adopt on May 1st, the Cash and Short Date Credit system.

We are making this change after careful and deliberate consideration, and are satisfied it will result beneficially both to our customers and ourselves.

Competition by Departmental Stores and Catalogue Houses, who do business for straight cash has increased to such an extent in recent years that it has become impossible for the hardware men in the smaller towns to compete with them and give long credits.

Under present conditions the customer who pays cash or pays his bills promptly has to make up for all those who are slow pay and those who never pay.

We have been greatly encouraged by a large number of our customers who have assured us of their co-operation, support and preference to do business on this modern system.

It will be our aim to give our customers the best quality, best service and best prices possible, and we hope to re-

ceive the same kind consideration from the public as has been extended to this store since its establishment forty-nine years ago.

Yours truly,

It might be added that the firm in question found the change a highly beneficial one. Book debts running up into five figures were cleared off and the profits of the firm increased accordingly.

Should be Advertised.

The change should be advertised in other ways. Newspapers should be used for that purpose and it is also found advisable to put notices in the store and in the windows. By thus systematically spreading the news, the public becomes pretty well accustomed to the idea before it is actually put into effect.

The accompanying suggestion for a newspaper announcement of the change makes a number of strong points which will probably assist in the preparation of copy.

Collecting Old Accounts.

A difficulty which firms have encountered in making the change is in securing payment on back debts. To avoid this, the inauguration of the cash system should be accompanied by a brisk collection campaign. The fact that the change is being made provides the best possible ground for a vigorous and unremitting effort to close accounts.

Other difficulties will crop up as time goes on. If much business is done with contractors, it will be found practically impossible to confine them to cash transactions. In such cases, arrangements can be made for regular monthly settlements. The same rule can be followed out with regard to master painters.

If it is found impossible to conduct the stove department on a straight cash basis, the use of lien notes might be resorted to and a rigid collection system instituted.



FINDS PAPER USEFUL.

Sherbrooke, Oct. 26, 1912.

"Please accept thanks for the information. It is surprising that you can give us so much practical information of this kind."

W. Bourque.

We want to give Better Service and Better Prices

Accordingly we have decided to adopt

The Cash System

after the first day of January, 1913

We are making this change because we believe it will be in the best interests of all concerned. Under the credit system it is necessary for us to maintain an elaborate bookkeeping system; we are compelled to spend money in making collections; we have to write off losses through bad debts. This makes our expenses heavy, and we have to meet the cost out of the price placed on our goods. In other words, our cash customers pay more for their goods in order to help carry credit customers. We have decided to put matters on a more equitable basis.

By selling for cash only, we can reduce our expenses and offer goods at a lower figure. We expect to benefit by the change, but we know that YOU will share the benefit also.

And so everything after January 1 will be sold for cash.

Goods satisfactory or money refunded.

We will give the best possible service, the best quality goods, and the best prices. In return we hope to receive the same consideration which the public has extended to us in the past.

All accounts will be rendered by December 15, and, as we are anxious to close our books and get our system started on a satisfactory basis, we ask for prompt settlement of same.

BROWN COMPANY

15 Main St.,

Phone 256

BLANKVILLE

Complete Course of Sheet Metal Work

By L. W. KOSER

On plate 34 we show how to develop the pattern for the "prongs" of a three-prong tapering joint used where it is desired to carry off three smaller pipes from a large main, a perspective view being shown at Fig. 9.

Fig. 1 shows a plan view in which the large circle A-B-C represents the main pipe and B-O-C-S-D one of the prongs.

Fig. 2 shows one of the prongs in elevation; the line U-13 represents the width of diameter of the large pipe. The quarter circle U-X, the profile or elevation through 10-C of the plan.

The line X to 10 represents the mitre line. X-1-7-13 and 10 represents a side view in elevation of one of the prongs

while Fig. 5 shows a half profile of the small end.

Fig. 6 is a diagram giving the true length of the solid lines.

Fig. 7 shows a true length of the dotted lines while Fig. 8 shows the pattern for one half of one prong, the other half being the same.

First draw the plan as follows:—

Draw the large circle the diameter of the large pipe.

Draw the horizontal line A-O-P-R representing the centre of one of the prongs.

Draw the line S-D at right angles to this and make it the desired diameter of the small end of the prong.

Divide the half circle into three equal spaces locating points C and B, from which draw lines to the centre O and to the small ends O and S.

Project a dotted vertical line from points A-O and P and at any convenient distance above the plan draw the horizontal line U-V-13, Fig. 2, representing the top of the large pipe where the prongs spring from.

At V erect the line V-X, making it equal to U-V.

Draw the quarter circle U-X.

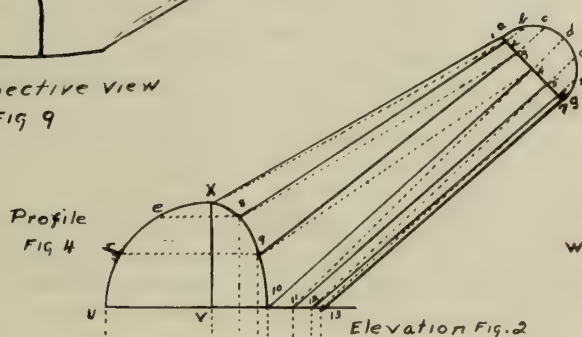
Draw the arm of the prong X-1-7-13 and at the small end draw a half circle equal to the diameter of the small end.

(To be continued.)

34

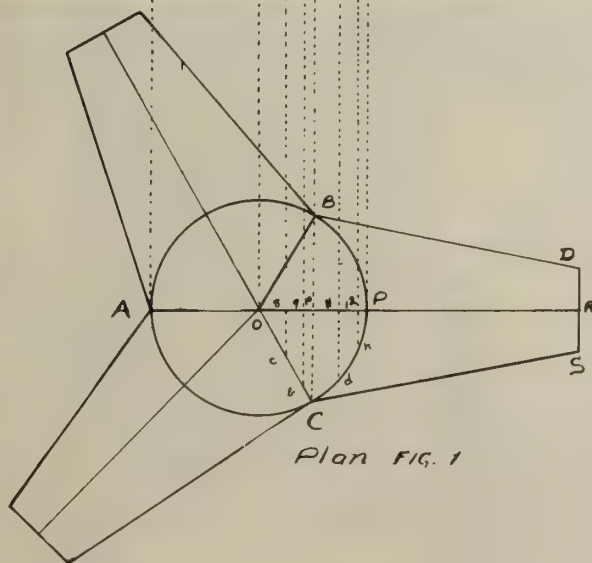


Perspective view
Fig. 9



Profile
Fig. 4

Elevation Fig. 2



Plan Fig. 1

End Profile
Fig. 5

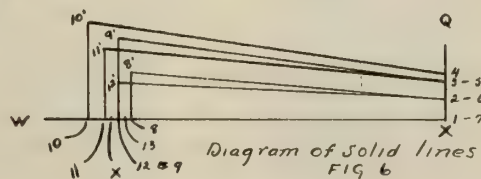


Diagram of solid lines
Fig. 6

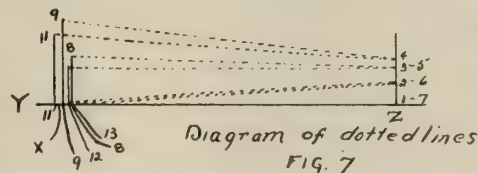
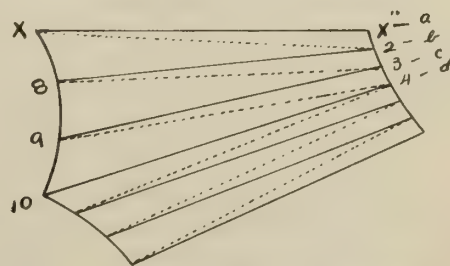


Diagram of dotted lines
Fig. 7



Pattern Fig. 8



PATTERN FOR A THREE-PRONGED TAPERING PIPE JOINT.

Progressive Hardware Retailing

Montreal Firm Issue a Handsome Christmas Circular—Attention Called to 6 O'clock Delivery on Christmas Eve—Son of Hardware Dealer Keeps a Scrap Book With Reproductions of Window Displays in Hardware and Metal.

HAVE ISSUED BOOKLET.

Montreal, Que.—Lariviere Incorporee, have issued a very handsome booklet and distributed it among customers with a view to building up a larger Christmas trade. It has an embossed cover in three colors and is replete with illustrations. In fact, half tone cuts occupy one side and the bottom of each page, forming a kind of border. All manner of goods, suitable for Christmas presents are shown. The wisdom of giving practical and durable gifts is urged.

The booklet contains the announcement of a special delivery, on Christmas and New Year's Eve. It will start at 6 p.m., and will cover practically the whole of Montreal. It is stated that all purchases made in advance will be held for this special delivery.

WHAT BARRIE MEN ARE DOING.

Barrie.—Business is reported to be very good for this season of the year. The hardware dealers are getting their share of the Christmas trade. Building has not been very brisk this year but business has been good in other lines, especially with the farmers.

W. R. Hambly is doing a good business in cut glass, electric table lamp, brass goods and silverware and has a large number of gifts that are to be delivered on the 24th. Mr. Hambly is a believer in large signs for advertising in the rural districts, he is also an enthusiast on window dressing and takes a great interest in this important phase of store advertising.

H. H. Otton & Sons, of "The Five Points Hardware Store," report a very large sale in stoves this season. A record is kept of all stoves that are sold so as to assist in the event of repairs being wanted. Otton & Sons manufacture a line of railway men's dinner pails, wash boilers, dairy pails, and creamers, and each piece bears their name on a brass plate. They report a good sale for this line of goods. Christmas trade is also very good with this firm.

F. A. Hoare & Co., have been in their new store for the past two years. Great care has been taken to display the goods and the cutlery and tool department is

well sampled on sample boards that cover the space in each section of the shelves. The stock is kept behind the sample board. Other lines of goods are also well displayed. Mr. Hoare is a believer in using electrotypes for newspaper advertising and he is also an advocate of pricing goods in plain figures. Christmas trade is very good with this firm.

KEPT A SCRAP BOOK.

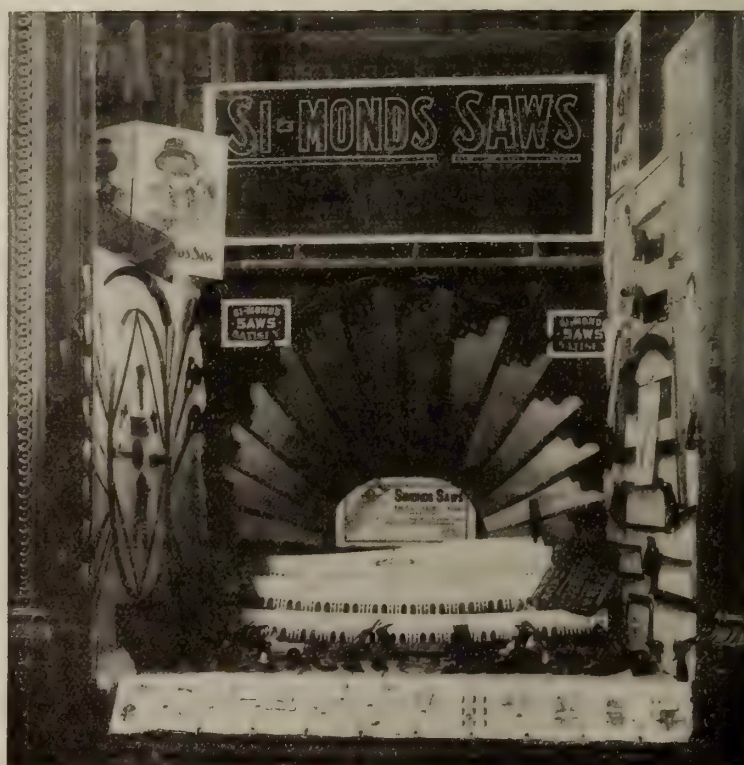
Newmarket, Ont.—G. A. Binns, hardware merchant, is the proud possessor of a useful scrap book, which has been presented to him by Gordon, his ten-year-old son. This young hardwareman had been clipping the reproductions of various store windows that have appeared in Hardware and Metal and saving them. As his father had no idea of the enthusiasm of his son in this important branch of store advertising, he was very much surprised when presented with a large scrap book full of very fine reproductions. This book will no

doubt be found very useful by Mr. Binns as it can be used often in getting ideas for window dressing.

Too much attention cannot be paid to window dressing as it is one of the best trade pullers the merchant has at his command. The returns to be gained by using store windows depend on the enthusiasm of the merchant along this line, and if windows are neglected his trade suffers as a result.

DISPLAY OF SAWS.

Montreal, Que.—One of the most interesting displays, especially for a window of its size, was recently made by R. G. Boisseau, head clerk for D. Drysdale, Montreal, Que. As can be seen in the picture there is a symmetrical arrangement of hand saws in the background with cross-cut saws in the foreground. On either side of the window is a careful arrangement of small saws. This appeals to the spectator through it does not show up as clearly in the photograph as the hand saws.



Current News of Hardware Trade

Will Rebuild Front.

Victoria, B. C.—The Hickman-Tye Hardware Co. will rebuild the frontage of their premises on Yates Street, spending \$6,300 on the work according to a permit just issued.

Giving Calendar with Purchases.

Preston, Ont.—Bernhardt & Gies Hardware Co. are giving a beautiful calendar to every customer purchasing goods to the extent of 50 cents or over. Not more than one calendar will be given each family.

To Vote on Loan.

London, Ont.—A by-law is to be submitted to the ratepayers of the city of London, Ont., to authorize the issue of \$25,000 debentures for the purpose of a loan to the Dennis Wire & Iron Works Co.

HIGHER QUOTATIONS.

Toronto, Dec. 20.—Since our market reports were written the following changes have taken place:

Turpentine—Single bbls., 61c.; 2 to 4 bbls., 60c.; 5 gals., 68c.

Linseed Oil—1 to 2 bbls., raw, 57c., boiled, 60c.; 3 to 5 bbls., raw, 56c., boiled, 59c.; 6 to 9 bbls., raw, 54c., boiled, 57c.; 10 bbls., open.

Lease New Building.

Syracuse, N.Y.—E. C. Stearns & Co., have leased the plant known as the Economy Foundry, and expect to have it in full operation early next month. With this addition the Stearns Co. will have two large foundries in this city.

Gutta Percha & Rubber Reorganizing.

Toronto, Ont.—There is to be a re-organization of the Gutta Percha & Rubber Mfg. Co. of Toronto. The re-organization will take effect as of January 1, 1913. Application has been made for a Dominion charter under the name "Gutta Percha & Rubber, Ltd.," with an authorized capital of \$6,000,000. The new company will be controlled by the same interests and be under the same management as the old.

New Retail Firms.

Sarnia, Ont.—W. J. McAllister, formerly in the hardware business in Kincardine, is opening a hardware store here.

Business Changes.

Balcarres, Sask.—H. E. Chiplin, hardware dealer, has been succeeded by Irving & Bryant.

Sovereign, Sask.—The firm of Gebbie & Goodwin, hardware dealers, have dissolved partnership. W. A. Goodwin will continue.

Netherhill, Sask.—L. B. Schill, hardware dealer, has sold to A. Harte.

Edmonton, Alta.—C. F. Stone, hardware dealer, has sold out.

Watrous, Sask.—Robins, Saunders & Robins, hardware dealers, have dissolved partnership. Mr. Saunders steps out.

Edmonton, Alta.—Wankel & Barr, dealers in hardware, have sold out to the Devereaux Hardware Co.

Windsor, Ont.—The Baxter Hardware Co. have obtained a charter.

Aberdeen, Sask.—Friessen & Vogt, hardware dealers, have been succeeded by Vogt & Son.

Personal Notes.

L. R. Greene, advertising manager of the Sherwin Williams Co., of Canada, has been spending a couple of weeks in Winnipeg at the offices of the company.

The Jas. Robertson Co., Limited, are distributing to their customers very handsome souvenirs in the shape of a heavy glass paper weight containing a pen rack and a calendar for 1913.

Geo. M. Edwards of Brandram Henderson, Limited, has left to attend the annual convention of that company which is being held in Halifax this week.

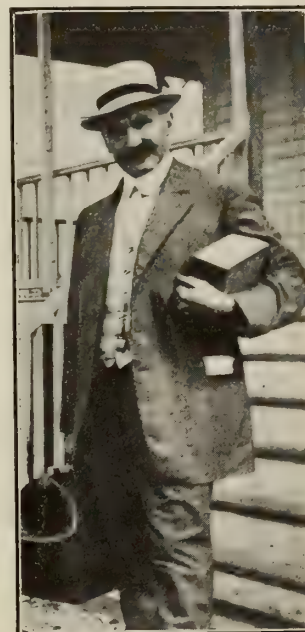
STARTS JOBBING BUSINESS.

St. John, N.B.—F. R. Murray, of St. John, N.B., who for the last ten years has been sales manager and director with the firm of Emerson & Fisher, Ltd., will leave about the New Year for Vancouver. Organizing a new company there, he will engage in the wholesale distribution of different hardware products. Mr. Murray speaks most enthusiastically of the prospects of British Columbia as a market and feels that it is one which is certain to grow each year.

The new company will be incorporated under the name of "The F. R. Murray Company, Limited," with himself as president and general manager. They have secured a large warehouse with trackage. They expect to begin business by the middle of January. They aim,

he says, to specialize; and all the lines handled will be those on which they have secured control for the province in which they will be located. Chief amongst these will be paint and varnish, roofing, wall board, refrigerators, sweeping compound, brushes, axes, peaveys and edge tools.

Previous to his becoming sales manager with Emerson & Fisher, Mr. Murray had the very best experience possible, namely a schooling on the road. He has taken an active part in the welfare of the Wholesale Hardware Association in this city, serving for the last five years upon the executive, and putting in one



F. R. MURRAY.

year as secretary. A strong believer in applied systems, some years ago he worked out a system known as "Route Records" for keeping trace of all work done on the road, and this system has been adopted by some of the largest jobbing houses in Canada and the United States.

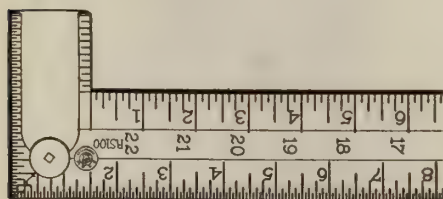
SYSTEM IN WORK.

To secure economical results you must systematize your work. If enough time can be saved in this manner to increase your business by one order per week it will pay you well for the effort. By way of demonstration we suggest that a few minutes each evening be spent in arranging and laying out your work for the following day. Try it.

New Hardware Goods

TAKE DOWN SQUARE.

A new take down square has recently been placed on the market by the Peck, Stow & Wilcox Co., New York. The tongue and body are joined by means of a tongue and groove, at a considerable distance from the heel, leaving a long shoulder which tends to give strength at this point where it is needed. The



Take Down Square.

tongue and groove are carefully machined and milled to make a perfect fit and the square is true and rigid when locked. The locking device is very simple, namely the cam, which is small and located almost exactly in the centre of the heel. It has a square slot in the centre, into which any convenient implement or nail may be inserted for the purpose of locking and unlocking the square.

NEW HORSESHOE.

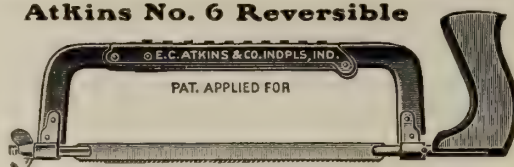
George Foster Howell, of 187 Windsor Place, Brooklyn, New York, is perfecting a horseshoe that he believes will solve the problem of how to prevent a horse from slipping on icy pavements. The Howell horseshoe is claimed to be an entirely new departure in such things and Mr. Howell believes he has invented a most efficient device for the safety of horses.

REVERSIBLE HACK SAW FRAME.

A new hack saw frame has just been put on the market by E. C. Atkins & Co. This frame will be known as Atkins "AAA" Reversible No. 6.

The frame itself has an extension arrangement whereby blades from 8 to 12 inches may be used. The new feature, however, is in the fact that the handle

Atkins No. 6 Reversible



is reversible, so that it will operate at four different angles; First, as shown in cut; second, at right angles extending toward the right; third, extending downward exactly opposite position No. 1, and 4 at right angles with position 1, but extending toward the left.

INDIVIDUAL BUTTER.

The Toronto Silver Plate Co., Toronto, are offering an individual butter to the trade. It is made of nickel silver



Individual Butter.

heavily plated, and has been supplied in large numbers to up-to-date hotels and for dining cars.

NEW TREE PRUNER.

E. C. Atkins & Co., Hamilton, Ont., are placing on the market a new tree pruner. This pruner operates on an entirely new principle. The movement of the cutting knife is obtained through the use of a crank with ratchet attachment, thus making the action easy, and removing the vibration noticeable in some pruners. On account of the ratchet movement, the leverage may be changed, thus relieving the operator, and the hand hold which is to be used with the left hand is movable, thus permitting the

change of position when desired. The action is automatic and the knife may be sharpened without removing from the pruner. The body rests on a swivel



New Tree Pruner.

joint so that the pruner may be moved up or down or sideways as desired.

The pruners are made of hardwood in lengths of 6, 8, 10 and 22 ft., and weigh about 6½ lbs.

It doesn't pay to make the contrast too striking between quality in the advertisements and quality in the goods.

* * *

Don't encourage the idea that holiday merchandise becomes cheaper with the passing of days; it's bad for next year's business.

* * *

The clerk who cannot stand up to his work behind the counter like a man ought to wear a check rein or else get a different kind of a job.

Parcel Post and the Country as a Whole

Would It Lighten the Cost of Living Without Undermining the Stability of the Retail Trade?—What Happens a Town or Village When the Retailer is Driven Out?—Would It Help the Poor Man Who Must Have Credit?—These are Questions That Advocates of the Proposed System Should Consider.

"Resolved that the Conference Committee of One Hundred of the Board of Trade of the City of Toronto request that the Council of the Board urge that the Dominion Government consider establishing a good Parcel Post, limited no doubt at first to the more populous localities but extended as experience may warrant."

* * *

Above is a resolution which is before the Toronto Board of Trade and which will be considered at next meeting. This board is a strong body and whatever it backs up, gives it a strong impetus. There are many other agitations going on with the ultimate object of getting the Postmaster General to take up this parcel post question. The Postmaster-General, too, has signified his intention to consider it as soon as the United States system has got underway with the first of the New Year.

Mail Order House Would Benefit.

The Toronto Board of Trade and those who favor parcel post are evidently inclined to look at the problem on the surface. They decline to hold the opinion that the greatest benefit from it would fall to the large mail order houses at the expense of the town and country merchant. That it will mean cheaper food and cheaper living to the consumer is their only argument, forgetting altogether that what injures the standing of the town and country merchant is undermining the general stability of the country.

If the city mail order houses become richer, naturally they are drawing money from outside districts which tends to impoverish them. One question arises, "Will parcel post help the mail order houses get more money from country districts or not?" Few debaters would care to stand for the negative. Suppose it be granted that the express companies make excessive charges. Is parcel post the best remedy? Would it help the country as a whole, or would it tend to draw money from the towns, villages and country districts to enrich mail order houses in the big cities?

What Decline in Trade Does.

The town, as Hardware and Metal has often claimed before, where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack

confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick, helps the needy, or looks after the poor. Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade by a parcel post or any other such suggestion and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

Home Buying Best for Community.

The principle of the mail order house destroys the meaning of the very term "community." If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it? If parcel post increases the tendency to send away for goods, as it certainly will, will it be a good thing for the country?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business

is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

Retail Store a Necessity.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or hoe, what a panic there would be if there were no retail stores to go to! Parcel post unquestionably tends to eliminate them. The retail merchant is, undeniably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

Could Poor Man Get Credit?

There is still another point that advocates of parcel post should look into. The measure is designed to help the poor man—which is the man who has not always the money at his command to pay cash for what he buys. Would parcel post help him? Could he get credit from someone who doesn't know him or who has never seen him? He could not, and would have to fall back on the retail merchant around the corner for his wants. The retail merchant would still be a necessity with probably half his trade gone.

If boards of trade or the post office department take up this question, it must be looked at from all sides. It must not be supposed that the express companies only are objecting to it, for the retail trade of the country is, with few exceptions, against it. If the express companies are charging excessive rates why can they not be got at through the Railway Commission?

Parcel post would no doubt reduce their business considerably; but if it undermined the retail trade of Canada, reduction in express charges would have been dearly bought.



When you make a mis-statement about goods that the character of the goods will not bear out, you put yourself in a position where you are sure to be found out.

Weekly Market Report --- Metals

SCARCITY IN SOME METALS.

The feature of the market is the scarcity felt in certain lines of iron and steel. It is reported that implement manufacturers may be affected by this shortage.

Business generally is very brisk for this time of year. Considerable booking is being done.

No price changes have been noted this week.

MONTREAL.

Montreal, Dec. 19.—It is always to be expected that business at this time of year in the metal market will show unmistakable signs of falling off. This year, however, appears to be an exception and a good amount of business is reported. Of course, it cannot be said that the same volume is being done now as during the rest of the year; such is not the case, but for the time of the year things are away above the average. In all departments orders are seen which would lead an observer to believe that this is anything but what is known as the slack season. As far as prices are concerned no changes have been noted. The markets are for the most part in the same condition as last week and prices generally firm.

Plates and Sheets.—These are still somewhat scarce, and supplies do not appear to be any too plentiful. Prices have stiffened up somewhat but up to the present time no action in regard to an advance has been taken.

Copper.—The demand for copper has been fairly good during the past week. No very large volume of business is reported, however, which would draw particular attention to this market.

Soil Pipe.—The large importers of cast iron soil pipe were recently caused some anxiety by the action of the city authorities in calling into question the quality of Scotch soil pipe of which large quantities have been brought into Canada in recent years. A small projecting piece or "pin," which it is the custom to cast inside of each length of pipe, was construed by some—evidently not thoroughly conversant with the manufacture of soil pipe—to be a screw or plug forced into a flaw, and indicative of weakness. This led to the further claim that the pipe was not of proper weight. It may be explained that this "pin" to which exception was taken is an integral part of the pipe, being cast with it to prevent the possi-

bility of the core slipping while the pipe cools, and to insure a perfect casting. The matter has now been thoroughly investigated by the city authorities, and the pipe in question, after having been tested to a pressure in excess of the requirements and carefully examined, has been declared by them to be quite up to standard and perfect in every respect. This decision is of great importance as the users of this pipe are now assured that they are taking no risks and are complying with all civic regulations.

Tin.—Tin, which was reported last week as being somewhat weak, appears to be in a little stronger position. The demand has been good and prices are reported as being firm with no change from last week's quotations.

Spelter.—There is not a great deal of spelter to be had at the present time and prices are firm though unchanged.

Lead.—Lead has strengthened up considerably during the past week and the demand is said to be quite good. Prices are unchanged.

TORONTO.

Toronto, Dec. 18.—No changes have taken place in the metal market during the past week. A large volume of business is being done and there is no cessation in sight. No immediate price changes are expected but producers talk as though 1913 would see higher prices.

There is still a scarcity of some lines of iron and steel and it is stated that the manufacturing of farm implements this winter, will be affected to a certain extent by the shortage of certain lines, that enter into their products.

Ingot and Metals.—There is a better feeling regarding ingot metals, prices are the same as last week.

Iron and Steel.—It is hard to get delivery from the mills and the demand is heavy in many lines. There is still a scarcity of a great many sizes in bar iron and it is stated that the manufacture of implements will be somewhat affected this winter.

Tin.—Demand is good and there is no indication of a decline in price.

Plates and Sheets. — No changes in price have taken place, and business is very good. The market is in much the same condition as last week and business throughout the winter is expected to continue unabated.

INTERESTING HOUSEWIVES.

If you are accustomed to advertise in local newspapers, many suggestions could be run which would be of interest to housewives. It would be more forcible to run only one idea at a time and to change the copy often. Always keep in mind, however, that there is around Christmas time a very great seasonable demand for paints and varnishes. — Hardware Reporter.

Hardware Letter Box

Titan Wire Stretchers.

Drummond, McCall & Co., Toronto.—
"Re B. G. W. Co. inquiry in your paper last week for Titan Wire Stretchers, they can procure these from the Real Fence & Gate Co., Sarnia."

Many thanks.—Ed.

Stephenson Washer.

Horsley Bros., Youngstown, Alta.—
"Kindly advise us who are the makers of the Stephenson Washing Machine."
Taylor Forbes & Co., Guelph, Ont.—
Ed.

Soo King Range.

Neville Hardware Co., Neville, Sask.—
—"Will you kindly inform us what firm manufactures the Soo King Range?"
Can any of our readers give this information?—Ed.

Skate Grinders—Winner Stove Agents.

Horsley Bros., Youngstown, Alta.—
"Can you inform us who are the Canadian agents for the Winner Stove No. 91-21, manufactured by the Gribber & Teetor Co., Chicago. Also the name of manufacturer of a skate grinder."

Sorry we can give you not information re agents for Gribber & Teetor. Possibly some of our readers may be able to do so. R. Woon & Son, Oshawa, Ont., are manufacturers of skate grinders.—Ed.

Harrington Shoe Knife.

A. Ballantyne, Brantford, Ont.—
"Please give me the address of T. Harrington, manufacturer of shoe knives."
T. Harrington, Southbridge, Mass.—
Ed.

HARDWARE STORE BURNED.

Watson, Sask.—The hardware store of Schinlar Bros., was burned out.

Weekly Market Report --- Hardware

MORE ADVANCES RECORDED.

A number of price changes have been recorded during the past week, all in an upward direction. They are as follows:

Montreal.—Shovels, lanterns, galvanized ware, range boilers, churns.

Toronto.—Rope and shovels.

MONTREAL.

Montreal, Dec. 19.—The hardware market during the past week has shown considerable activity and business on every hand is reported as being exceptionally good. For lines suitable for Christmas gifts the demand is noticed as being very brisk. Cutlery, electrical goods such as toasters, electric irons, coffee percolators, are said to be especially sought after. In fact, for some of the last named, the demand is greater than the supply. Hardware men are ordering with a confidence which would indicate that the splendid year now drawing to a close is going to be excelled by future business. Although next week is Christmas week, it is not thought that business will be interfered with to a great extent. Travelers for the most part will remain on the road right along with the exception of the holiday. For the retailer, business after Christmas will slacken up in some lines, of course, but these will give place to others. In the Province of Quebec where among the French Canadians, more presents are given at New Year's than at Xmas, this branch of trade will continue until the end of the year; but apart from this, business will continue good. With the hardware man there is no slack time; there are always some lines in demand, or lines for which a demand can be created. If the after-Xmas trade is expected to be dull the hardware men might do worse than follow in the footsteps of his dry goods friends and hold a "January Sale." During the past week some price changes have been noted, all in the upward direction, and more have been hinted at for the near future. Shovels, scoops, lanterns and galvanized ware are among those which have advanced during the past week.

Builders' Hardware.—The demand here still continues good which is not to be wondered at considering the enormous amount of building going on at the present time. Building permits are still

being applied for and issued in large quantities and business in this line will probably continue good for many months. There is said to be a scarcity of some lines but this is not thought to be serious. Prices remain the same.

Sporting Goods.—Skating rinks all over the country are opening up and business in skates, hockey sticks, pucks, sweaters, and such lines is reported as very good. The cold weather arrived a good deal earlier this year than last and some hardware dealers have found themselves almost sold out of these lines. Hence the wholesalers report a large number of orders in this department.

Seasonable Goods.—Some advances in price are to be seen here. Shovels have advanced and the discounts have been reduced to the following prices:—1st grade, 60 per cent.; 2nd grade, 55 and 2½ per cent.; 3rd grade, 45 per cent. For full polish 50c per dozen net extra, and for half polish 25c per dozen net extra. Scoops have also advanced and the discounts are now as follows:—1st grade, 50 and 5 per cent.; 2nd grade, 45 and 5 per cent., with the same extras as for shovels. Lanterns have advanced and are now 25c per dozen higher.

Kitchen Goods.—On all galvanized ware the discounts have been reduced from 45 to 40 with the exception of pails and tubs. This is on account of the advance in the price of spelter. Range boilers have also gone up and the price is now \$4.75 instead of \$4.50. Churns, too, are higher, the increase amounting to about 10 per cent.

TORONTO.

Toronto, Dec. 18.—Trade has been very good with the jobbers, and mail orders have been coming in a very satisfactory manner. The majority of the travellers will finish up for the year during the week.

Prices remain unchanged except in the case of rope and shovels, the former is selling at a very high price and still higher prices are expected. Shovels have advanced 5 per cent. on the cheap lines and 2½ per cent. on the better grades. It is rumored that an advance may be expected in the price of cold blast lanterns, and also that nails may go a little higher in price before long.

The Christmas trade has been exceptionally good in cutlery and Christmas specialties, and the jobbers have been very busy. The price on building paper

has been very firm and manufacturers will not book more than a month ahead.

Builders' Hardware.—There is still a good demand for builders' hardware on account of many buildings being started late in the season, as a result of the mild weather.

Rope Has Advanced.

Rope.—The price of rope is soaring high, and with the recent advance the price of pure manilla has reached an extremely high figure. The present price on pure manilla is 16c., and British manilla 12c. Sisal is selling at 11¼c.

The high price may be accounted for by the fact that several typhoons have visited the islands that produce the finest grade of hemp and caused a great amount of damage. Booking will only be accepted for delivery within sixty days, and we are informed by a reliable authority that the prices will go higher in a very short time. On account of conditions, rope is considered by many dealers a good buy at the present time and a large number are taking their stock of rope in much earlier than usual.

Shelf Hardware.—Business has been very brisk in shelf hardware and good orders for these lines are constantly being sent in.

Catalogues and Booklets

Attractive Display Feature.

The Plymouth Cordage Co. of North Plymouth, Mass., and Toronto, Canada, have gotten up a very attractive window display for distribution to their customers. An attractive card with an eight-foot hank of Manila hemp attached, is a novel feature of the display, and a handsomely lithographed hanger features a full-rigged ship which is the firm's trade-mark. Show cards and circulars are also supplied, and the display is one that should attract attention.

Reinforced Chain.

The Hatheway Mfg. Co., of Bridgeport, Conn., have issued their Catalogue C illustrating and describing their Duplex reinforced chain for window sash, plumbing, gas, electrical fixtures, etc.

Stoves, Furnaces and Accessories

Will Use Both Stores For Stove Stock

The Development of the Heating Industry Has Induced Westwood Bros. to Give Up Hardware Department and Specialize on Stoves and Furnaces—Increase in Demand for Gas Ranges Had Much to do with Decision.

Westwood Bros., of Queen Street West, Toronto, who have conducted a hardware and stove store for the past six years, have decided to drop the hardware department and have disposed of their stock of hardware.

The reason for discontinuing this department is not because it did not pay, but rather to get more display room for stoves and furnaces. Mr. Westwood says that the furnace and gas range business has grown with them at a much greater rate than has the hardware department, and that the extra space obtained will bring them better returns by giving them more room to show ranges and furnaces.

A few years ago the firm made it a point not to carry gas ranges after the month of October but they find now that there is a big demand for good ranges at all seasons of the year and that where \$35 was considered a high price for a gas range a few years ago, there is no trouble now in selling them as high as \$70 to \$85.

Mr. Westwood says there is a demand for good stoves and people are realizing the advisability of buying a good article when purchasing a stove.

The sale of furnaces has increased wonderfully and it is their intention to pay particular attention to this line.

Westwood Bros. are also going to carry a large stock of stove repairs and special racks have been built for this purpose. Mr. Westwood is a believer in newspaper advertising for the local dealer and says that he gets direct results from this class of advertising.

Will Keep Both Stores.

Westwood Bros. have maintained two stores side by side, one for hardware and one for stoves. It is their intention now to keep both stores and use them for the display of stoves. Thus they will have a very large exclusive stove establishment and will be in a position to show a wide range.

ARE OFFERING TURKEYS.

The store windows of A. Welch & Son, dealers in stoves and electric fixtures on Queen Street West, Toronto, have attracted a great deal of attention for some days. The display represents a farm yard with five live turkeys in an enclosure surrounded by a picket fence. The top of the enclosure is covered with poultry netting and the floor of the window has been covered with zinc, over which sawdust is sprinkled. The background painted on canvas represents a winter scene. The balance of the window is filled with ranges; and electric fixtures are hung from the ceiling.

A neat sign informs the public that a turkey will be given to each purchaser of a range before Christmas and that the turkeys will be delivered on Christmas Eve. The names of the ranges on which the free offer applies also appear on the card and the prices of the ranges run from \$30 up. In addition to the window display an announcement is made of the offer in the daily papers.

The ranges on display in the windows are fitted with red electric lights and in the evening they have the appearance of stoves that are burning.

On a drop door on one of the ranges, an imitation roast turkey is displayed in a pan, as though it had just been removed from the oven.

Special attention has been paid to the illumination of the windows and a large number of electric lights are used with good effect. A number of red lights are also used and have a very pretty effect on the appearance of the window. The display was designed and arranged by A. E. Roots and is attracting large crowds.



COMMERCIAL TRAVELERS COMPLAIN OF HOTELS.

At a recent meeting of the Dominion Commercial Travelers' Association the matter of country hotels in the Province of Ontario and Quebec was discussed and a resolution was passed deploring the unsanitary conditions and poor service given in a large number of cases. There was a diversity of opinion as to whether or not conditions had improved during recent years. Fault was found particularly with those towns situated at a distance from the railroad. The following were the officers elected for the coming year:—President, Mr. J.M. Fortier; 1st vice president, Mr. H. M. Levine; 2nd vice president, Mr. W. C. Murray; treasurer, Mr. M. Murdoch; secretary, Mr. W. H. Wadsworth; directors, Mr. L. R. Russell, Mr. W. J. Irving, Mr. M. W. Hackett, Mr. R. Brosseau, and Mr. Marcus.



Store Window Display in Store of A. Welch & Son, Toronto—Five Live Turkeys Were Penned in the Window.

Weekly Market Reports--Stoves

BUSINESS STILL GOOD.

Business is very good for this time of year. The colder weather has served as a stimulant to retail trade and, judging from the orders that manufacturers are receiving, the dealers are selling lots of stoves still.

The furnace industry remains exceptionally brisk.

MONTREAL.

Montreal, Dec. 19.—The cold weather has been a blessing to the handlers of everything in the line of heating apparatus. From all over the country it is reported that sales are good for every line of this description. Times are good, people have money and are willing to spend. Hence the old stove or heater which has been doing duty for so long is discarded and a new one purchased. Of course as far as the manufacturer is concerned the big rush of business is over but the large number of sorting up orders which have been received is a good indication of the fine business which is being done. Business is of course away ahead of last year—at this time in 1911 we had hardly entered upon winter, while this year zero weather has already been experienced in most parts. This is good for the stove business, in fact it may be said for business of all kinds seasonable weather is always welcome.

Ranges.—Retailers report that they are still selling a good number of ranges especially in the province of Quebec. Some dealers indeed have found that their stocks were almost depleted and have re-ordered. From all accounts it would be hard to find the dealer who is overstocked.

Base Burners.—The number of these sold during the present season has been very large, and sales continue good particularly in the eastern provinces where there are more used possibly than in other parts of the country. The manufacturers have received some orders for this line but not many.

Furnaces.—It is only in the new buildings that furnaces are being installed now. There are, it is true, a large number of these under construction and orders are therefore reported as coming in steadily. The real season, however, is past and not much will be heard of this line until the spring.

Gas Stoves.—Not until the beginning of the year will orders for these commence to arrive in any quantities. Some

have been received, however, but it cannot be said that business in this line has started in earnest as yet.

Seasonable Goods.—While shipments in this line have fallen off to some extent, trade in this line cannot be said to be dull. An advance in price has been seen in scoops and shovels and this is about the only noticeable feature. Granite ware and tinware are both reported to be selling very well.

TORONTO.

Toronto, Dec. 18.—There has been a falling off in the demand for stoves and furnaces, but business is good for this season of the year.

There is a good demand for gas ranges and the sale for this line of stoves is increasing every year. Three years ago, gas ranges were seldom called for during the winter months but there is now a good demand at all seasons. The building of apartment houses has increased to a great extent, and this has caused a large demand for gas stoves.

Oil Stoves.—The demand is not very heavy at present, although some lines of small coal oil heaters have been on the move. Colder weather would help very much to increase the call for small heaters.

Furnaces.—There has been a let-up in the demand for furnaces as a large number of dealers have been trying hard to have all contracts completed by the end of the year.

Electric Stoves.—Electric ranges have appeared on the Toronto market and are being well advertised by some dealers. The ranges are American made goods and the claim is made that the cost of fuel is less than by burning gas.

THE STORAGE OF GASOLINE.

A recent by-law passed in the city of Toronto prohibits the storage of gasoline and benzine except in a properly constructed underground fireproof vault, which is to be, if possible, entirely outside of any and all buildings. The liquid must be drawn from barrels or tanks by properly constructed pipes and pumps. No lights other than incandescent electric lamps, properly installed and protected, shall be used in the vaults. A permit to keep said liquids must be obtained from the Committee on Fire and Light.

The storage of gasoline is a matter of importance to the hardware dealer, and to the dealer that is unable to carry a large stock of gasoline there is not a

very large margin of profit. The passing of the by-law will no doubt be the means of stopping some dealers from carrying this much needed commodity. The claim of a number of dealers is that the quantity they sell is so small that it would not be profitable for them to install tanks or vaults to carry a stock of gasoline, and that the auto owners and others can go to the garage and buy gasoline at the same price as the dealer has to pay. They also claim that, when insurance rates, danger in handling and small profits are considered, it is a hard proposition to carry gasoline in stock at any time. On the other hand a number of dealers claim that it is necessary to carry gasoline for the convenience of their patrons, and that even if sold without profit it is the means of bringing a certain amount of business that might otherwise go elsewhere, providing they did not carry gasoline. One dealer claims that he has not made any money on gasoline for the last few years but he thinks it is a necessity, as he has a large number of customers who buy other lines of goods and he feels that he cannot afford to take a chance on losing their trade, which might result, providing they went to some other store to purchase gasoline. Where a merchant considers it in the best interests of his business to stock gasoline, whether profitable or not, he should seriously consider the storage of same. Many arguments may be advanced in favor of underground tanks or vaults and the merchant storing gasoline in this way can buy in larger quantities, and secure a better price than by buying it in cans. Insurance rates are also affected by the various manners in which gasoline is stored, and reduced rates are obtainable when gasoline is stored properly. Safety in handling and loss from evaporation are also to be considered in making a decision regarding storage. The time of employees in drawing the material should also be taken into consideration.

The merchant with a good business cannot afford to take chances with an article as inflammable as gasoline and where it is considered necessary to carry it in stock, arrangements should be made to store it in the safest possible manner.

Fire in Art Metropole.

Toronto, Dec. 3.—A fire which broke out to-day on the upper floor of the Art Metropole on Yonge Street, did several thousand dollars damage. The inflammable nature of the goods made the fire a very hard one to fight.

Methods of Retailing Paints and Varnishes

Keeping Paint Department Busy During Winter

**Lines Which Should Be Featured During the Cold Months—
Flat Wall Finishes Can Be Made a Brisk Selling Line—In-
creasing Number of Hardwood Floors Opens a Big Field
for Sales.**

Too many hardwaremen are in the habit of passing up many sales that might be made in the paint department during the winter months. The fact that the cold weather arrives should not mean that the paint department is supposed to go dead. It is true that, so far as outside painting is concerned, the sale has practically stopped, but the long evenings, when the householder does not care to venture forth into the disagreeable weather, is the time that a large amount of inside work can be done.

The use of paint is very important from a sanitary standpoint, as it closes up pores and crevices in the woodwork and aids in preventing the spread of disease germs. Paint also aids in keeping a home clean and tidy and the use of a can of paint here and there will work wonderful changes in the interior appearance of a home.

There has been a wonderful annual increase in the use of ready mixed paints by householders and, as there is an unlimited field for the use of this article, it is "up to" the hardware dealer to educate his customers, that paint can be used at all seasons of the year.

A great many people do not go to the hardware store for paint in the winter, simply because they do not think of the work they could do at that season of the year, and it has not been brought to their attention by the hardware dealer. Some hardware merchants have a good sale of paint during the winter and only for the reason that they have given some attention to this department in their store, and keep their goods constantly before the public during the winter months.

The introduction by the leading paint manufacturers of the modern wall finishes has alone opened up a good field for the dealer. The public are beginning to realize how they can, at a reasonably low cost, paint and decorate the walls in their home. Much of this work may be done during the winter. The manufacturers supply much valuable

matter to assist the dealer in pushing the sale of these new wall finishes and, if used by the merchant in the proper manner, this matter will add sales and profits during the winter.

The writer was in a hardware store a short time ago and overheard a lady who had purchased some article say that the walls in a room in her home needed painting but she supposed she would leave it until spring. The clerk made no attempt whatever to get the lady interested in a flat wall finish that was carried in stock by his firm. This was a case where, no doubt, a sale could have been made if the clerk had shown enthusiasm, and the lady would have advertised the fact to her friends that she had finished a room with a flat wall finish and got satisfactory results during the cold season.

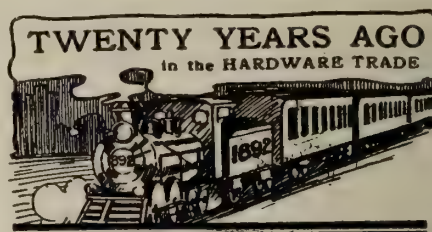
The local papers can be used with good effect in advising the public of the many uses to which paint can be put during the winter. Floor paint alone offers a good field for the merchant, as much of this work can be done at this season of the year. The ever-increasing number of hardwood floors offers a good opportunity for the sale of floor wax and many other reliable floor dressings that may be used during all seasons.

The painting of vehicles such as farm implements, wagons, buggies, etc., requires buggy and implement paint, and in many cases the farmer can do this work during slack times in the winter months.

Radiators, pictures, stove pipes and other articles around the house afford a sale for aluminum, gold bronze, varnish stain, etc., and a sample of some household article that has been refinished and placed in the store window will often assist in making sales.

Staining and graining may also be successfully undertaken, and in many stores, where this has been brought to the attention of the public, they have a large sale of these lines during the winter. The thoughts of householders are centred around the home more during

the winter than at any other season of the year, and anything that may be brought to their attention to make the home more attractive will be interesting to them. It therefore devolves on the dealer to educate the public to the many uses for paint during this season of the year and by window display, personal contact and advertising the dealer may make his paint department a busy one during the winter months.



The following items were taken from the issue of Hardware and Metal of December 24, 1892:

"The Montreal Match Co., has been incorporated with a capital of \$10,000."

• • •

"The substitute for glass brought to notice some time ago is pronounced a practical thing. It is said to be pliable or flexible."

Editor's note.—It was claimed for this substitute that it would displace glass. But, like so many other things, it did not stand the test of time.

• • •

"Hardware and Metal wishes its readers a very merry Christmas. This year the conditions of trade afford at least the average ground for the contentment that is so necessary to the full enjoyment of the holidays. The season's trade, taken all in all, shows a balance in favor of satisfaction as against the account chargeable to disappointment."

Editor's note.—If the hardwareman of twenty years ago could enjoy his Christmas turkey, the merchant to-day should bring to the holiday feast a singular sense of enjoyment and zest. Certainly the year drawing to a close has been one of such complete prosperity that the pleasure of the merchant should not be checked by a single cloud.

Liven Up Winter Paint Sales

In our Maple Leaf line, we have no more acceptable business builder for the winter months than the smooth-flowing, easily-applied and wear-resisting FLOGLAZE. It wears like iron on floors. It is an ideal finish for interior trim in stain or enamel effects. Is your stock sorted properly for winter trade?

Our Decorative Aid Department helps dealers do winter business. It supplies color schemes for rooms, gives pointers regarding materials and methods of applying, sells stencil designs, and develops local interior decoration jobs by co-operating with the dealer and painter. Write for the Decorative Department booklet, and learn full details.

Floglaze

This finish was originally made for floors. It is a perfect outdoor or interior finish, easy to sell and absolutely satisfactory to the local painter or consumer. Get a sample tin from us.

Made in 29 shades, including flat and gloss white and black, and gloss natural. Balance of colors are opaque or stain finishes—a complete interior line.

The M-L Line, of which FLOGLAZE is only a part, covers the entire paint trade. The business is handled entirely through the local retailer. Every method of developing business is used by us to help the dealer. This is a line you should investigate. Write us for complete color cards.

THE
IMPERIAL VARNISH & COLOR Co.
LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



AB-SO-LUTE-LY



When you sell a can of paint and your customer starts to use it—talk ceases.

All the statements, promises, representations and guarantees in the world will not help that paint.

It must "make good" on the job; that's all. Nothing but satisfaction will satisfy; nothing but best results will win continued and cumulative patronage.

That is why talk, argument, misleading statements—all else, must ultimately give way to Facts in selecting your line of paint.

Obey that impulse—get the "High Standard" facts—now.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Lowe Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

NO PRICE CHANGES.

The paint and oil market has remained steady. There has been a more active tone noted than is usual at this time of year and it is reported that considerable booking is being done for spring delivery.

An advance in turpentine is anticipated in some quarters.

MONTREAL.

Montreal, Dec. 19.—At this particular season of the year there is very seldom much activity in the paint market. The amount of paint used in the month of December is perhaps less than in any month during the year, and the attention of the hardware dealer is centered on more seasonable lines. Spring orders, however, are very satisfactory and a good year for 1913 is looked for. As far as prices are concerned, no changes have been noted, and in every line the prices remain unchanged from last week. Manufacturers are very busy at the present time, making preparations for a big season. Last year the business exceeded all expectations and it was almost impossible to keep pace with the orders received. This year manufacturers are greatly increasing the amount of their reserve stock in an effort to give improved service.

Turpentine.—The market here is very steady, demand has been fair and the price remains unchanged from last week at 58c.

Linseed Oil.—There is no change in the condition of this market, and oil is still quoted at 57 and 60. Opinions as to the future of this article are varied. Some say that the present price is far too low and cannot last, while others are not of this opinion and do not think that any immediate rise is in sight. It should be mentioned, however, that no one has been heard to venture the opinion that a lower price might be expected, although in these days of rumors and panics, and bulls and bears, nothing seems impossible.

White Lead.—For the time of year the demand for white lead has been quite up to the average. The market is firm and prices remain unchanged.

Glass.—The demand, while possibly not quite so large as recently, is still very good. It was thought at one time that a rise in prices was about to take place but nothing has been heard of this up to the present time. So long as building operations continue to boom, so long will the demand for glass continue

great. The outlook, therefore may be said to be very bright.

Paint.—Outside painting is not possible, while Jack Frost holds sway. At the present time, therefore, the paint trade as far, as the dealer is concerned, is quiet. This, however, does not prevent him from ordering for spring which from all accounts he is doing in a manner which is causing great satisfaction to the manufacturer. It is agreed on all hands that next year promises to be a banner one and in nearly every case dealers are ordering in excess of last year. Some deliveries are being made but not many; those will start in earnest with the opening of the new year.

TORONTO.

Toronto, Dec. 18.—There has been no change in prices this week, although the price of turpentine has advanced in the South and an advance may be expected here shortly. It is stated in some quarters that the advance in the South does not mean that turpentine will continue to advance in price to any great extent.

The oil market is very unsatisfactory to jobbers on account of the many prices that are being quoted. No changes have taken place this week but it is the general opinion that much higher prices will prevail in the spring and that oil is a good buy at the present low prices.

Lead and zinc are firm and glass is still very much in demand. Business is very good for this season of the year.

An Advance Coming?

Turpentine.—The advance in the South has not yet affected the price here but it is believed that there will be an advance in price shortly. Prices quoted run from 56c. to 58c. and turpentine is considered a good buy at these prices.

Linseed Oil.—Oil is still selling at 56c. to 59c. for raw and 59c. to 62c. for boiled, and some jobbers are quoting still lower prices. The oil situation is very unsatisfactory to jobbers. Higher prices are predicted for spring and a large number of orders have been booked for early delivery.

White Lead.—The prices are unchanged but firm, and there is no indication of a decline in price at present.

Paints and Varnishes.—A considerable falling off in trade has been noticed but interior finishes are still having a good sale, hardware dealers are pushing sales of interior finishes in the winter more than ever before, and this is helping to keep up winter paint sales.

ENCOURAGE THE CLERK.

There is a proverb which runs: "If I do well I hear it never. If I err I hear it ever." This may be applied to many clerks in the hardware stores at the present time. Very often, a clerk will undertake to make an improvement in some department in the store and succeeds in making a change in arrangement that greatly benefits that department. In many cases the improvement is not mentioned by the employer although he may take note of the fact that it is done in his interest, and with a view to making his place of business more attractive. This is a leak in judgment, as credit should be given when due. The clerk is doing his best to further the interests of the firm with which he is connected and if his work is appreciated he will endeavor to do better work and will take a much greater interest in making improvements in the store than if his efforts pass apparently unnoticed. Compare the harmony that exists between the employer and employee where the employee is given credit for his good work and is told in a pleasant manner regarding his mistakes, and the ill-feeling in the store where good efforts pass unnoticed and the employer is continually picking flaws in the work of his men and making them known in a very unpleasant manner. The merchant that will not take his men into his confidence and assist in making their work pleasant is making a grave mistake. It takes no longer to tell an employee in a pleasant manner that he has made an error, than it does to tell him in an unpleasant way, and in the one case the merchant creates a feeling of respect toward himself, and in the other an ill-feeling that is bound to reflect on the business.

Hardware clerks are only human beings, and a little encouragement from some one in authority will very often work wonders in helping some discouraged clerk, it will make the salesman feel better and he will do more for his employer and meet the customers in a more pleasant way. The good salesman will be pleased to hear of his errors in a quiet manner, and the fact that a large number of men in stores are not as polite to customers as might be expected can very often be traced to bad management and the fact that the unpleasant or thoughtless manner of someone in authority is being reflected in the men.

McCreary, Man.—B. F. Sparkes has sold his hardware store to D. F. McPherson.

HERE'S our hand, gentlemen.
All joy to you this merry
Christmas season.

Truly this is a plain, unvarnished,
unpainted presentation of our sen-
timent. But we mean it!

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

BABBIT METAL.

Canada Metal Company - Imperial, genuine, 50c.; Imperial tough, 50c.; White brass, 45c.; Metallic, 45c.; Special, 35c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Aluminum, 9c.; Mogul, 6c.; No. 3, 5c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.-Arctic Metal.-XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo Hoo, 28c.; "A," 23c.; "B," 20c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c. Magnolia Metal Co.-Magnolia, 25c.; Defender, 20c.; Mystic, 15c.; Kosmic, 15c.

BOILER PLATES AND TUBES.

Montreal, Toronto

100 lbs. 2 60 2 70

Heads, per 100 lbs. 2 85 2 95

Tank plates, 3-16 inch 2 70 2 80

Tubes, per 100 ft. 1 1/4 in. 9 50 10 00

" " 2 " 8 65 8 70

" " 2 1/2 " 11 00 11 00

" " 3 " 12 60 12 70

" " 3 1/4 " 15 75 15 80

" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge. 0 27

Rods, base 1/4 to 1 inch, round. 0 23

Tubing, seamless base, per lb. 0 26

Tubing, iron pipe size, 1 inch base 0 26

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flawless stop and stop and waste cocks, 65 p.c.; roadway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 10 p.c.

Jenkins' Valves-Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 1000 lb.

Casting ingot 19 25

Out lengths, round bars, 1/4 to 2 in. 27 00

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00

Copper sheet, tinned, 14 x 60, 14 oz. 30 00

Copper sheet, planished, 14 x 60, base 37 00

Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal, Toronto

Canadian foundry, No. 1. 19 50

Canadian foundry, No. 2. 19 00

Middleboro, No. 3 pig iron 21 00 24 50

Summerlee, No. 2 pig iron 24 00 25 00

Carron, special 23 50

Carron, soft 23 00

Cleveland, No. 1 22 00 25 50

Clarence, No. 3 22 50 25 50

Jarrow 25 50

Glengarnock 25 00

Radnor, charcoal iron 33 75 34 50

Ayresome, No. 3 25 00

Ferro Nickel pig iron (Soo) 25 00

Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50

Angles \$.....base 2 50 2 50

Common bar, per 100 lbs. 2 10 2 05

Forged iron, per 100 lbs. 2 25 2 35

Refined iron, per 100 lbs. 2 35 2 40

Horseshoe iron, per 100 lb. 2 35 2 40

Mild steel 2 20 2 20

Sleigh shoe steel 2 15 2 25

Iron finish machinery steel (domestic) 2 15 2 25

Iron finish steel (foreign) 2 20 2 25

Reeled machinery steel 2 60 3 00

Tire steel 2 25 0 15

Sheet cast steel 3 05 3 15

Toe cast steel 0 07 0 08

Mining cast steel 0 05 0 06

High speed 0 65 0 65

Capital tool steel 0 50 0 50

Cammell Laird 0 15 0 15

Black Diamond too steel. 0 08 0 08

Corona tool steel 0 06 1/4 0 06 1/4

Silver tool steel 0 12 1/2 0 12 1/2

Cold Rolled Shafting.

1/2 to 1 1/2 inch 0 06

1 to 1 7/8 inch 0 05 1/4

1 7/8 to 3 inch 0 05

Montreal, 35 and 5, Toronto, 30.

BLACK SHEETS.

Montreal, Toronto

10 gauge 2 80 2 70

12 gauge 2 70 2 75

14 gauge 2 60 2 55

17 gauge 2 60 2 65

18 gauge 2 60 2 65

20 gauge 2 60 2 65

22 gauge 2 65 2 75

24 gauge 2 65 2 75

26 gauge 2 75 2 85

28 gauge 2 80 3 00

CANADA PLATES.

Ordinary 52 sheets 2 90 3 00

All bright, 52 sheets 3 70 4 15

Galvanized-Apollo D. Crown Ordinary

18x24x52 4 45 4 45 4 35

60 4 70 4 70 4 60

20x28x60 8 90 8 90 8 70

20x28x60 9 40 9 40 9 20

GALVANIZED SHEETS (CORRU-GATED)

22 gauge, per square 6 75

24 gauge, per square 5 50

26 gauge, per square 5 25

28 gauge, per square 4 00

Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-Gordon Gorbals

gauge Head de-Lis Crown Best Best

16-20 3 70 3 35 3 60 3 70

22-24 3 75 3 40 3 65 3 75

26-28 4 15 3 80 4 05 4 15

28-30 4 35 4 15 4 25 4 35

Colborne Crown-3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets-

22 3 65

24 3 70

26 3 75

28 4 00

Apollo brand- Montreal, Toronto

24 gauge, American 3 75 3 65

26 gauge, American 3 95 3 70

28 gauge, (25 English) 4 30 4 15

10 1/2 oz., equal to 28 4 50 4 45

English 4 50 4 45

IRON PIPE.

Black. Galv.

1/4 2 04 2 86

1/2 2 72 3 57

3/4 3 16 4 31

1 4 54 6 19

1 1/4 6 19 8 44

1 1/2 7 48 10 13

2 9 30 13 50

IRON PIPE FITTINGS.

Canadian malleable, 30 and 10; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS.

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers-45 and 15 p.c.

Hot Water Radiators-42 and 15 p.c.

Steam Radiators-44 and 15 p.c.

Wall radiators-37 and 15 p.c.

Specials-25 p.c.

OLD MATERIAL.

Montreal, Toronto

Heavy copper and wire. 0 11 0 11 1/4

Light copper bottoms. 0 09 0 09 1/4

Heavy red brass 0 08 0 08 1/4

Heavy yellow brass 0 06 0 06 1/4

Light brass 0 02 1/2 0 02 1/2

Tea lead 0 02 1/2 0 02 1/2

Heavy lead 0 02 1/2 0 02 1/2

Scrap zinc 0 03 0 04

No. 1 wrought iron. 2 00 10 00

Machinery cast scrap, No. 1 16 00 14 50

Stove plate 12 50 13 00

Malleable 9 00 9 00

Miscellaneous steel 5 00 6 00

Old rubbers 0 09 0 08 1/4

LEAD.

Domestic (Trail), pig, 110 lbs. 5 50

Imported pig, per 100 lbs. 5 50

Bar pig, per 100 lbs. 7 00

Sheets, 2 1/2 lb. sq. ft., by roll 8 00

Sheets, 3 to 6 lb. ft. 7 50

Cut sheets 1/2 lb. per lb. extra.

Cut sheets to size, 1/4 lb. per lb. extra.

LEAD PIPE.

Lead pipe, 7/8 in. 10 per cent. off.

Lead waste pipe, 9c. 10 per cent. off.

Traps and bends, 30 per cent.

SOLDER.

Montreal, Toronto

Bar, half-and-half, guarant'd 0 30 1/2 0 30

Wiping 0 23 1/2 0 23

SHEET ZINC.

5-cwt. casks 8 25 8 00

Part casks 8 50 8 50

SPELTER.

Foreign, per 100 lb. 7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Strains- 56 & 28-lb. ingots, 100 lbs. \$55 00 \$53 00

Redipped Charcoal Plates-Tinned

M L S, Famous (equal Bradley)

Per box

1 C, 14x20 base 7 00

1 X, 14x20 base 8 25

1 X X, 14x20 base 9 50

Raven and Murex Grades-

1 C, 14x20 base 5 00

1 X, 14x20 base 6 00

1 X X, 14x20 base 7 00

1 X X X, 14x20 base 8 00

"Dominion Crown Best"-Double.

Coated, Tissued.

1 C, 14x20 base 7 00 7 00

1 X, 14x20 base 8 25 8 25

1 X X, 14x20 base 9 50 9 50

"Allaway's Best" Standard Quality.

1 C, 14x20 base 4 65

1 X, 14x20 base 5 85

1 X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel-

1 C, 14x20 base 4 50

20x28, double box 9 00

Charcoal Plates-Terne.

Dean or J. G. Grade-

1 C, 20x28, 112 sheets. 8 25

1 X, Terme Tin 9 75

Charcoal Tin Boiler Plates.

Cookley Grade-

XX, 14x56, 50 sheet bxs. 7 50

XX, 14x60, 50 sheet bxs. 7 50

XX, 14x65, 50 sheet bxs. 7 50

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 8 00

lots 8 50

72x30 up to 26 gauge, case 8 50

lots 8 50

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.50; No. 12 and 13, \$4; No. 15, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, \$2.30 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras.

No. 10-1b. lots, No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25 \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/4-lb. hanks, 35c; in 1/2-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

Hay Wire in Coils.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock f.o.b. Montreal-100 lbs. -Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 p.c. off.

Other sizes 60, and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.-Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/4-lb. hanks, 75c, in 1/2-lb. hanks, \$1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.

Wire Fencing.

Galvanized barb 2 37 1/2

Galvanized, plain twist 2 90

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B., Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized 2 85

Plain 2 55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 90

In barrels, 5-gal. tins 0 80 0 85

Beeswax.

Per lb. 0 40

Chemicals.

Sulphate of copper (bluestone) 0 67

Litharge, ground 0 07

" flaked 0 07 1/4

Green copperas (green vitriol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ochre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. irons 0 06 1/4

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) 1 80

Coe Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue.

French medal 1 10

German common sheet 0 10

German prima 0 15

White pigfoot 0 15 0 20

Brantford medal 0 10

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 25

" white glue 0 12

" 100 flake 0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

XXL 0 13

XL 0 11 1/4

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18 1/4 0 18 1/4

Packets, 1-lb., 100 in case. 0 20 1/4 0 20 1/4

" 1/2-lb. 0 22 1/4 0 22 1/4

Tins, 1-lb., 100 in case 0 21 1/4 0 21 1/4

Paris White. 0 09

In bbls.

Orange Mineral, casks 0 08 1/4

" 100-lb. kegs 0 08 1/4

Prepared Paints. Per gallon in qt. tins

Sherwin-Williams paints, base. 2 00

Canada Paint Co.'s pure 1 75 2 00

Globe house paint (Windsor) 1 60

"New Era" house paint (Windsor) 1 85

Benl Moore Co.'s "Egyptian"

Brand 1 50

Moore's pure linseed oil H.O. 1 65

Brandam-Henderson's "English" 2 00

Ramsay's paints, pure 1 70

Ramsay's paints, Thistle 1 40

Martin-Senour, 100 p.c. pure 2 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Janieson's Crown and Anchor brand 1 60

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 60

Putty.

Bulk, in casks 2 45

" 100-lb. drums 2 70

Bladders, in bbls. 2 95

Red Dry Lead.

Genuine, 560 lb. casks, per cwt 6 25 6 25

Genuine, 100 lb. kegs, per cwt 6 50 6 50

No. 1 casks, per 100 lbs. 5 75 5 75

No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stains. 0 75

Turpentine and Oil.

Montreal, Toronto

Can. Prime white petroleum, 0 14 0 13 1/4

U.S. Water white " 0 15 1/4 0 14 1/4

U.S. Pratt's astral

A FULL IMPERIAL MEASURE NOT WINE OR SHORT MEASURE

To our many friends and customers scattered throughout Canada, we send hearty greetings for Christmas 1912. May a Full Imperial Measure of Health, Wealth and Happiness be yours, this joyous Christmastide, and throughout the coming years.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK

CHICAGO

LONDON

BERLIN

BRUSSELS

MELBOURNE

Largest in the world and first to establish definite standards of quality.

Q. 41

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

S. F. BOWSER & COMPANY, INC.,

BOX AC, TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES: 32 Victoria St., S.W. London. 5 Rue Denis Poisson, Paris. Johannesburg.
Mexico City. Buenos Aires. Porto Rico.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885

HARDWARE AND METAL

Crystal Damar	2.50
No. 1	2.25
Pure asphaltum	1.40
Oilcloth	1.50
Lightning dryer	0.85
Elastilite varnish	2.25
Copaline varnish	2.25
Granite floor finish	2.25
Jamieson's floor enamel	1.75
Sherwin-Williams kopal varnish	2.50
Canada Paint Co.'s gum varnish	2.25
"Kyanite" interior finish	2.40
"Flint-Lac" coach	1.80
R.H. Ltd., "Gold Medal" cases	2.25
Dependon Lt. H. Oil Finish	1.55
Everlastic Floor	2.65
Flatline floor finish	3.00
Elastica exterior finish	4.25
Stovepipe varnish, 1/2 pts., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

Window Glass.		
Size United	Star	Diamond
inches.		
Under 25	\$4.25	\$6.25
26 to 40	4.65	6.75
41 to 50	5.10	7.50
51 to 60	5.35	8.50
61 to 70	5.75	9.75
71 to 80	6.25	11.00
81 to 85	7.00	12.50
86 to 90		15.00
91 to 95		17.50
96 to 100		20.50

Toronto, 15 p.c.		
Montreal prices, no discount.		
Size United	Star	Diamond
inches.		
Under 25	3.40	5.00
26 to 40	3.60	5.45
41 to 50	4.00	6.25
51 to 60	4.25	6.75
61 to 70	4.50	7.25
71 to 80	4.75	7.75
81 to 85		8.50
86 to 90		10.00
91 to 95		11.00

White Lead Ground in Oil		
	Per 100 lbs.	
"Anchor," pure	8.25	8.40
Brandram's B.B. Genuine	9.25	9.40
C.P.C. decorators, pure	8.25	8.25
Crowns and Anchor, pure	8.25	8.40
Elephant, Genuine	8.55	8.55
Essex, Genuine (Windsor)		8.00
Island City Decorators		8.40
pure	8.25	8.40
Lily Pure	8.25	8.40
Moore's Pure White Lead	8.40	
Monarch (Windsor)	8.50	
Munro's Select Flake White	8.50	
Purity C.O. Co.'s, Ltd.	8.10	
Ramsay's Pure Lead	8.25	8.40
Ramsay's Exterior	8.05	8.15
Sterling Pure		8.40
Tiger Pure	8.25	8.40

Western Schedule.		
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911		

Extra Red Seal, V.M.	0.07%
White Zinc in Oil.	
Pure, in 25-lb. irons	0.10
No. 1	0.07
No. 2	0.05%
Whiting.	
Plain, in bbls.	0.70
Gilders bolted in barrels	1.00

HARDWARE.		
Adzes		
Carpenters', per doz.	12.50	14.00
Plain ship	18.00	22.00
Axes and Hatchets.		
Single bit, per doz.	6.50	9.00
Double bit	15.50	12.00
Bench axes	6.75	10.00
Broad Axes	22.75	25.00
Hunters' Axes	5.00	6.00
"Boys" Axes	5.75	6.50
Lathing hatchets	4.70	10.00
Shingle hatchets	1.45	6.75
Claw hatchets	1.70	5.00
Barrell hatchets	5.50	6.85

Ammunition		
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.		
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.		
Ordinary drop shot, AAA to dust, \$10.00 per 100 lbs. Net list, cash discount, 2 per cent. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 22 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., \$1.20 per 100 lbs.		
F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized Augers and Bits.		
Ford's auger bits	30	and 10

Irwin's auger	47½	
Gilmour's auger	60	
Rockford auger	50	and 10
Gilmour's car	47½	
Clark's expansive	40	
Jennings' Gen auger, net list		
Tobin High Speed Bits, 50 and 5.		
Tobin Never Choke, 60 and 5.		
Barn Door Hangers, doz. pairs.		
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen sets		6 50
Standard jointed hangers, dozen sets		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail	4 25	
Crown	4 85	
Crescent	6 50	
Sovereign	7 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		3 25
Steel, track, 1 x 3-16 in. (100 ft.). 3 sets		2 25
Barn Door Latches.		
Challenge, dozen		2 75
Defiance, dozen		2 75
Gem, dozen		7 50

Door bells, push and turn, 45 and 10 p.c.		
Cow bells, 55 p.c.		
Sleigh bells, shaft and hames, pair, 22c up.		
Sleigh bells, body straps, each, \$1.15 up.		
Farm bells, No. 1, \$1.65.		
Belting.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 5 in., 60 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		

Lace leather, per side, 85c; cut laces, 95c.		
Bird Cages.		
Brass and Japanned, 40 p.c.		
Bolts and Nuts.		
Carriage Bolts, common, new, 1/2 list.		
Carriage Bolts, 3/4 & smaller, 60 & 15		
Carriage Bolts, 7-16 and up, 55		
Carriage Bolts, Norway Iron (\$3 list)		55 & 15
Machine Bolts, 3/4 and less, 65 & 5		
Machine Bolts, 7-16 and up, 57 1/2		
Plough Bolts		55 & 5
Blank Bolts		60
Bolt ends		57 1/2
Sleigh Shoe Bolts, 3/4 and 10		55 & 10

Sleigh Shoe Bolts, 7-16 and 55 & 5		
larger		
Coach screw		70 & 10
Nuts, square, all sizes, 4c per lb. off		
Nuts, Hexagon, all sizes, 4 1/2c per lb. off		
Stove rods, per lb., 5 1/2 to 6c.		
Stove Bolts, 80.		
Building Paper, etc.		
Tarred Slaters' Paper, per roll.	0.95	
O.K. Paper, No. 1, per roll.	0.95	
O.K. Paper, No. 2, per roll.	0.70	
Plain Fibre, No. 1, p. 400 ft. roll	0.50	
Plain Fibre, No. 2, p. 400 ft. roll	0.35	
Tarred Fibre, No. 1, 400 ft. roll	0.62	
Tarred Fibre, No. 2, 400 ft. roll	0.43	
Tarred Fibre Cynone, 25 lbs. roll	0.62	
Dry Cyclone, 15 lbs.	0.60	
Plain Surprise, per roll	0.42	
Resin sized Fibre, per roll	0.42	
Asbestos Building Paper, p. cwt.	4.00	
Heavy Straw, plain and tarred, per ton		36.00
Carpet felt, per cwt.		2.60
Tarred wool roofing felt, cwt.		2.00
Pitch, Boston or Sydney, 100 lbs.		0.85
Pitch, Scotch, per 100 lbs.		0.85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.		2.60 3.00
2 Ply Ready Roofing, per sq.		0.75
3 Ply Ready Roofing, per sq.		0.95
2 Ply Ready Roofing, per roll.		1.15
3 Ply complete, per roll.		1.35
Liquid Roofing Cement, bbls., per gallon		0.17
Liquid tins cement, 5lb.		0.19
Crude coal tar, per bbl.		4.50
Refined coal tar, per bbl.		5.00
Shingle Varnish, per bbl.		5.00
Caps, per lb.		0.05
Rails, per lb.		0.05
Mop Cotton, per lb.		0.17

Butts.		
Plated, bower barff & Nickel, No. 241, 45 per cent.		
Wrought brass, 45 p.c. off revised list.		
Cast iron loose pin, 60 p.c.		
Wrought steel fast joint and loose pin, 70 p.c.		
Crescent brands, 70 p.c.		
Cement and Firebrick.		
Canadian Portland, bags, per bbl.		1.55 1.70
White Bros. English		2.00 2.05
"Lafarge" cement, in wood.		3.40
Fire brick, Scotch, per 1,000 23 00 28 00		
" English		17 00 21 00
" American, low.		28 00 25 00
" " high		27 50 35 00
Fire clay (Scotch), net ton.		5.50
Chalk and Pencils.		
Carpenters Colored, per gross	0.65	0.80
" lead pencils, p. gr.	2.40	6.75

Chisels.		
Cold chisels, 5 x 1 in., doz.	2.20	
Bevel edge, 1 inch, doz.	2.50	
Chain.		
Proof coil, per 100 lb., 3/4 in., \$6.00;		
5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 1/2 in., \$3.65; 3/4 in., \$3.60; 1/2 in., \$3.45; 1 in., \$3.40.		

Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; chicken, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.		
Churns.		
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.		
Clamps.		
Malleable swivel head 4 in.	2.50	
" adjustable, 4 in.	7.60	
Carpenters, 3 feet	3.60	
Conductor Pipe.		
2 inch, in 10 foot lengths	3.45	
3 " " "	4.20	
4 " " "	5.53	
5 " " "	7.60	
6 " " "	9.26	

Cotter Pins.		
Cotter pins, 90 p.c. Montreal.		
Copper and Nickel Ware.		
Copper boilers, kettles, 40 per cent.		
Copper tea and coffee pots, 40 per cent.		
Copper pints, 30 and 5 per cent.		
Foundry goods, hollow ware, 45 p.c.		

Door Knobs.		
Canadian knobs, 45 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		
Door Sets.		
Canadian, 45 and 10 per cent.		
Door pulls, 60 per cent.		
Door Hangers (Parlor).		
Single sets, each (Easy brand)....	1.80	
Double sets, each	3.25	
Unbreakable rail, 100 feet	5.00	
Door Springs.		
Chicago (coil), 25 per cent.		
Reliance (coil), 20 per cent.		
Draw Knives.		
Carpenters 6 inch, doz.	5.25	
Folding handles, 8 inch, doz.	1.80	

Drills.		
Bit stock drills, 2-32 in., doz.	0.67	
Escutcheon Pins.		
Steel, discount 50 per cent.		
Brass, 50 per cent.		
Eave troughs.		
8 inch, in 10 ft. lengths, per 100 ft	3.02	
10 " " "	3.31	
12 " " "	3.88	
15 " " "	5.53	
Add extra 10c per 100 ft. O.G. Round		
Eave Trough.		

Factory Milk Cans.		
Milk cans and pails, 35 p.c.		
Creamery cans, 35 per cent.		
These factory cans, 35 per cent.		
Hand delivery and creamery cans, 35 p.c.		
Railways cans, 40 per cent.		
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72 1/2 and 5.		
Plain, 72 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.		
Common, cork-lined, 35 per cent.		
Farrier Knives.		
Buckworth, 50 p.c.		
Files and Rasps.		
Files and Rasps.	Per cent.	
Disston's	75	
Great Western American	75	
Kearney & Foot, Arcade	75	
J. Barton Smith, Eagle	75	
McGellan, Globe	66 2/3	
Black Diamond	66 2/3	
Delta Files	66 2/3	
Nicholson	66 2/3	
Jowett's (English list)	27 1/2	
Spear & Jackson (English list)	35	
Forges.		
Blacksmiths portable, 135 lbs.	9.85	
Galvanized Ware.		
Duffner pattern pails, 45 per cent.		
English pattern, 45 per cent.		
Galvanized washbuds, 45 per cent.		
Grindstones.		
Over 40 lbs. and 2 in. thick, per 100 lbs.	1.10	
Smaller sizes extra.		
Hammers.		
Tack, iron, doz.	0.35	
Ladies claw, handled, doz.	0.60	
Adze eye nail hammer, 10 oz., doz.	1.25	
" hickory handle, 1 lb., doz.	6.25	
" straight claw, 1 lb., doz.	7.00	
Farriers hammers, 10 oz., doz.	4.00	
Tinners setting, 3/4 lb., doz.	4.50	
Machinists, 1/2 lb., doz.	3.20	
Sledge, Canadian, 5 lbs. and over.	0.06	
Sledge, Masons, 5 lbs. and over.	0.08	
Sledge, Napping, up to 2 lbs.	0.09	
Harvest Tools.		
50 per cent.		
Samson, 47 1/2 per cent.		
Sidewalk and stable scrapers, net \$2.25.		
Wood hay rakes, 40 and 10 per cent.		
Lawn rakes.		
Halters (Snap and Ring).		
Jute Rope, 3/4-in., per gross	8.00	
" " 1/2-in., per gross	10.50	
" " 3/4-in., per gross	13.50	
Leather, 1-inch, per doz.	4.00	
Leather, 1 1/4-inch, per doz.	5.20	
Web	2.45	
Sisal Halters (Snap and Ring).		
3/4-in., \$2.00; 7-16 in., \$1.20; 1/2 in., \$1.40; 9-16 in., \$1.20; 3/4-in., \$1.50.		
Hinges.		
Blind, discount, 50 per cent.		
Heavy T and strap, 4-in., 100 lb. net		7.25

Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 4-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 35
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 90
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Chest hinges and hinge hasps, 65 p.c.		
Hinges (Spring)		
Spring, per gross—No. 5, \$16.10; No. 19,		
\$16.10; No. 20, \$9.50; No. 50, \$17.58;		
No. 51, \$7.76; No. 120, \$16.10.		
Screen door sets—No. 2250, \$14.95; No.		
2260, \$19.55; No. 2275, \$21.85; No. 1192,		
\$19.55.		
Chicago hold back screen door, iron,		
gro., \$12.		
Chicago spring hinges, 15 p.c.		
Triplex spring hinges, 40 p.c.		
Chicago surface ovr (6,000), 45 p.c.		
Garden City fire house hinges, 12½ p.c.		
"Chief" floor hinge, 50 p.c.		

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

DO NOT DELAY

WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 MCGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH TAILOR SHEARS

*Are Reliable
And Profitable*

They Are the Result of 85 Years of Practical Experience

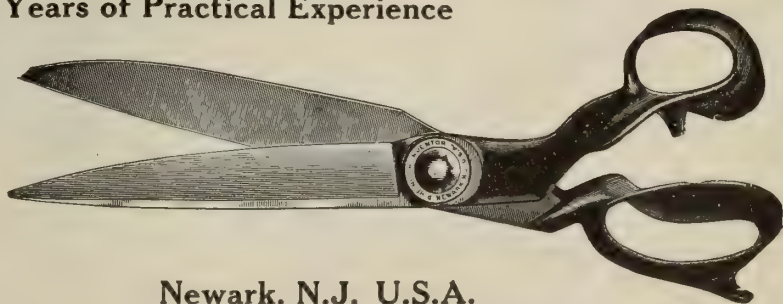
Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.

R. Heinish's Sons Co.,

Newark, N.J. U.S.A.



WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior tonone.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pgs	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 15¢ per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, ¾ cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.35 base.	
Cut nails—Montreal, \$2.55; Toronto, \$2.65.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3-13 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent.	
"Singalee" and "Alask," Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Files and Nips.	
Button's genuine, 37½ to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per cent.	
Razors.	
Boker's	7 50
Boker's King Cutter	13 20
Henckels	7 50
Gillette Safety	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 11½
Pure Manila Rope	0 16
"British" Manila	0 12
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10
Lath yarn, double	0 10½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 72 feet, per doz.	0 98
Sisal bed cord, 118 feet, per doz.	1 08
Cotton clothes line, 13 per cent.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
" 4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.	
Extras on Copper Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2½c per lb.	
Rivet Sets.	
Canadian, 35 to 37½ per cent.	
Rules.	
Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85

Mrs. Potts, handles, jappanned, per gross	
Common, plain	8 40
" plated	4 25
Asbestos, per set	5 50
Sand and Emery Paper.	
Sand and emery paper, 40 per cent.	
Sash Weights.	
Sectional, 1 lb. each per 100 lbs.	2 25
Sectional, ¾ lb., each per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55
Sash Cord.	
No. 8, per lb.	0 33
Saws.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 15 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
Saw Sets.	
Canadian discount, 40 per cent.	
Screen Doors and Windows.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 00
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25
Scales.	
Gurney Standard, 35; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Scythe Snaths.	
Canadian, 40 per cent.	
Screws.	
Wood F.H., bright and steel	85 10
" R.H., bright	70 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	65 10
Set, case hardened	60 10
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
Screws (Machine).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Screw Drivers.	
Sargent's, per dozen	0 65
North Bros., No. 30 per doz.	16 20
Scissors and Shears.	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Jappanned, 40 per cent.	
Shelf Brackets.	
No. 140, 65 and 10 per cent.	
Skates and Hockey Sticks.	
Starr skates, 37½ per cent.	
Roker, hockey sticks upwards, spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.00, \$6.00.	
Pucks, net. \$1.50.	
Shovels and Spades.	
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 65 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.	
Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.	
Shovels.	
Grade 1, 50 and 5 p.c. off; grades 2 and 3, 45 and 5 p.c. off.	
Sq. area.	
Disston's 60 and 10 per cent.	
Stanley Try Squares, size 7½, doz. net	\$2 85
Solder.	
Harness, 25 per cent.	
Soldering Irons.	
Rase, per lb., 28 cents.	
Stamped Ware.	
Plain, 72½ and 15.	
Retinned, 72½ and 5.	
Tinners' trimmings, 72½ and 5.	
Sap Spouts.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
Staples.	
Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coppers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
Stable Fittings.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
Store Boards.	
Lithographed, 60 and 10.	
Storepines.	
5 and 6 inch, per 100 lengths	7 32
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
Storepine Elbows.	
5 and 6-inch common, per doz.	1 22
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
Stocks and Dies.	
No. 20 Beaver Die Stock	18 75
Stones—Oil and Scythe.	
Washite	0 25
Hindustan	0 06
" slip	0 18
" Axe	0 10
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10

Scythe	per gross	3 50	5 00
Tacks, Brads, Etc.			
Carpet tacks, blued, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and jappanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.			
Tape Lines.			
Universal, ash skin, No. 714, 66 ft., doz.			3 00
Lufkins, linen, No. 404, 66 ft., ea.			0 94
" steel, No. 264, 66 ft., each			3 50
Chesterman's linen, No. 1822, 66 ft., each			1 10
Chesterman's Metallic, No. 1821, 66 ft., each			1 95
" Steel, No. 1840, 50 ft., doz.			1 50
Trowels.			
Disston's, 10 per cent.			
Thermometers.			
Tin case and dairy, 75 to 75 and 10 p. c.			
Tinners' Snips.			
Discount 35 per cent.			
Tinners' Trimmings.			
Discount, 45 per cent.			
Plain and retinned, 75 and 12½.			
Traps (Steel Game).			
Newhouse, 30 per cent.			
Hawley & Norton, 40, 10 and 5 p. c.			
Victor, 60 and 5 per cent.			
Oneida Jump (Star), 50, 10 and 5 p. c.			
Traps (Rat and Mouse)			
Out O' Sight Mouse Traps		Doz.	0 60
" Rat Traps			1 20
Easy Set Mouse Traps			0 45
" Rat			0 95
Blizzard Mouse Traps			0 45
" Rat Traps			0 95
Hold-Fast (formerly Devil) Mouse			
Trap			0 25
Hold-Fast (formerly Devil) Rat			
Trap			0 80
5-Hole Tin Chokers			
Trap			0 80
Vises.			
Per pound			0 12
Hinged pipe vise, 25 lbs.			3 55
Saw vise			4 50
Blacksmiths', 60; parallel, 45 per cent.			
Washing Machines.			
New Ontario			41 25
Round, re-acting, per doz.			81 25
Square, re-acting, per doz.			77 50
Dowsell			52 50
New Century, Style A			101 25
Ideal Power			180 00
Daisy			73 25
Stephenson			74 00
Puritan Motor			165 00
Connor, improved			52 50
Ottawa			55 00
Connor Ball Bearing			112 50
Connor Gearless Motor Washer			180 00
20 per cent.			
Winners.			
Royal Canadian, 11 in., doz.			47 75
Eze, 10 in., per doz.			46 75
Rivicle, 11 in., doz.			60 50
Trojan, 12 in., doz.			100 00
Challenge, 3 year, 11 in.			53 25
Ottawa, 3 year, 11 in.			58 25
Parovite, 5 year, 11 in.			61 75
20 per cent.			
Wheelbarrows.			
Navy, steel wheel, dozen			21 20
Garden, steel wheel, dozen			32 40
Whiffletrees.			
Whiffletrees, 28 in.			0 70
" 34 in.			1 00
" 36 in.			1 25
" neckyokes, 36 in.			1 25
" doubletrees, 40 in.			0 95
" lumbermans, 44 in.			0 95
Wood Handles.			
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.			
Extra ash fork, hoe, rake and shovel handles, 45 per cent.			
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.			
Carriage neckyokes, oval and whiffsha, Carriage neckyokes and whiffletrees, ash 35, hickory 40 per cent.			
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.			
All other ash goods, 40 per cent.			
All hickory, maple and oak goods, 35 per cent.			
Agricultural, 67½ per cent.			
Wrought Iron Washers.			
Canadian, 45 per cent.			

WINNIEG HARDWARE QUOTATIONS.			
Ax Handles—Oval and octagon, a.g.			
hickory, \$3.50; No. 1, \$2.40; 2, \$1.95			
p.g. oak, \$2.90.			
Auger Bits—"Irwin" bits, 47½; other			
lines, 70 and 10 per cent.			
Barl Wire—No. 4 p. \$1.86 f.o.b.			
Port William—\$2.26 per spool of 80 rods			
f.o.b. Winnie; Guiden 2 pt., \$1.7			
f.o.b. Port William; \$2.12 per spool of			
80 rods f.o.b. Winnie; Baker 2 p.			

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, ½ and smaller, 60; 7-16 and larger, 50; machine, ¾ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small nuts, 27½; stove bolts, 77½; sleigh shoe bolts to 5, 50½c; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.00; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$4.20; 18 gage, \$4.40; 20 gage, \$4.40; 22 and 24, \$4.60; 26, \$4.50; 28, \$4.85; 30 or 10½ oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.85; 28, \$5.05.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.80; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—¾ inch, \$2.40; ¾ inch, 2½ inch, \$3.35; ¾ inch, \$4.00; 1 inch, \$4.35; 1½ inch, \$7.80; 1½ inch, \$9.35; 2 inch, \$12.50; 2½ inch, \$19.35; 3 inch, \$26.15; 3½ inch, \$32.60; 4 inch, \$37.30; 4½ inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—¾ inch, \$3.40; ¾ inch, \$3.50; ¾ inch, \$4.30; ¾ inch, \$5.20; 1 inch, \$7.55; 1½ inch, \$10.25; 1½ inch, \$12.25; 2 inch, \$16.40; 2½ inch, \$26.15.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$3.

Poultry Netting—55 per cent.

Pig lead—\$7.50. Lead Pipe—Full coil, \$7.60 per cwt.; cut coil, \$8.60 per cwt.

Lead Waste—\$9.35.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 9c.

Staples—Bright wire, \$2.50 f.o.b. Fort William; \$2.30 Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$32 per cwt.

Screws—Bright Iron round head, 80 and 10 per cent.; flat head, 85 and 10 per cent.; round head, brass, 75 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.

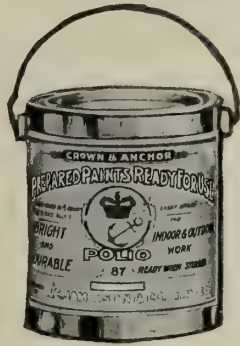
Linseed Oil—Raw, per gal., 80c; boiled, per gal., 83c.

Turpentine—Per gal., barrel lots, 65c.

Dry Colors—White lead in ton lots, decorators' price, \$9.25; decorators' special, \$3.50; in small lots, advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxide, barrel lots, 3a, 3½c; English purple oxide, in casks, 33c; less quantities, 4c per lb.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40

Paris Green—2¼ cents per 112-lb.



We wish our many customers and friends in the Hardware Trade a joyful Christmas and increased prosperity in 1913.

We also wish to extend thanks for your many favors during the past year.



R. C. Jamieson & Co.
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Company
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS - A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING—A Waterproof Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

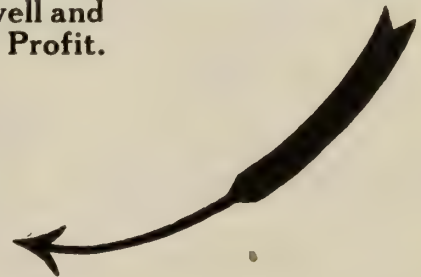
CLEVELAND

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLORS

A Line Which Sells well and
Pays a Substantial Profit.



The Beauty and Durability Make
a Hit with the Housewife.

Dries as hard as a stone and as smooth as silk.
Looks like expensive ingrain wall paper and can be
stencilled over. The housewife can wash it without soiling
its finish.

Boost SILKSTONE this winter and see what splendid
results it will bring you.

Write for our agency proposition and color cards.

G. E. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when **Box Number** is required.

FOR SALE

250 H.P. STATIONARY ENGINE BUILT BY old John Abell Engine Works, in first-class condition, can be seen running, must sell, are electrifying plant." The Canadian Rumely Company, Ltd., 48 Abell St. 51

SITUATIONS WANTED

HARDWARE CLERK DESIRES POSITION in wholesale or retail. Has had three years' experience, and can furnish best of references. Must be in first-class store. Box 717, Hardware & Metal, Toronto. (49)

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

HARDWARE CLERK—FOUR YEARS' EXPERIENCE, desires position in wholesale or retail. Best of references as to character and ability. Must be in first-class store. Box 120, Hardware & Metal, Toronto. (51)

SITUATIONS VACANT

ORDER CLERKS—THREE OR FOUR GOOD live hardware clerks with from three to five years' experience (wholesale or retail), and worthy of rapid advancement. Send applications before Dec. 21st to J. W. Peart, St. Mary's, Ont., with character references and salary required. Duties to commence January 15th or February 1st. Peart Bros. Hardware Co., Ltd., Regina, Saskatchewan. (51)

THOROUGHLY EXPERIENCED HARDWARE clerk wanted for new store to be opened about Jan. 5th; must be good window dresser and able to sell goods. Address W. J. McAllister, Kincardine. After Jan. 1, Sarnia, Ont. (50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AT ONCE—ONE FIRST-CLASS tinsmith, who is capable of helping out on plumbing. Must be capable of taking charge of a shop. Married man preferred. Must be strictly sober. State salary wanted, also experience. For Okanagan Valley. Steady position for the right man. Apply The McClary Manufacturing Company of Vancouver, or London, Ont. (50)

WANTED — BY A WELL ESTABLISHED manufacturing firm, a traveller thoroughly acquainted with the Western Canada hardware trade, and who would be willing to invest one or two thousand dollars in stock. Give all particulars, re references, etc., in first application. Apply to Box 721, Hardware and Metal, Toronto. (1)

WANTED—AT ONCE—AN EXPERIENCED hardware clerk for a store handling a general stock of hardware, silverware and tinware. Married man preferred. Will not object to single man. Apply to Box 719, Hardware and Metal, Toronto. (51)

BUSINESS CHANCES

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE—A NICE HARDWARE BUSINESS in Northern Alberta, along the main line of the G.T.P. Ry. The stock between \$4,000.00 and \$5,000.00. The owner is retiring from business on account of ill-health. The size of building 20 x 40, with good living rooms and a warehouse at back; store can be rented on easy terms. Box 267, Hardware and Metal, Toronto. (51)

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

PATENT NOTICE.

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to

JAMES PENDER and JOHN F. PENDER, Patentees, St. John, N.B. (51)



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Wharf at Windsor, Ont.," will be received at this office until 4.00 P.M., on Monday, January 13, 1913, for the construction of a Wharf at Windsor, Essex County, Ont.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of H. J. Lamb, Esq., District Engineer, Windsor, Ont.; and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signatures, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10%) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,
Ottawa, December 16, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—32066.



SEALED TENDERS, addressed to the undersigned, and endorsed, "Tender for Construction of Six Steel Hopper Scows, 300 yards capacity each," will be received at this office until 4 p.m., on Tuesday, January 7, 1913, for the construction of Six 300 cubic yards capacity Steel Hopper Scows.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.; C. E. W. Dodwell, Esq., District Engineer, Halifax, N.S., and H. H. Donnelly, Esq., Supt. of Dredges, St John, N.B.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,
Ottawa, December 13, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—32189.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

**MYERS
PUMPS**

We manufacture all kinds of
PUMPS, HAY UNLOADING
TOOLS and BARNDOR
HANGERS that are service-
able, durable and reliable.
You never fail to get
QUALITY when buying
"THE MYERS."

**F. E. MYERS & BRO.
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

These Curling Stones Will Make Friends for You

When the boys get together on the ice,
the talk naturally runs to the merits of
the different stones. They will speak well
of the stones you sell if they are



Mac's Special Red Hone Curling Stones

Every pair you sell will make a friend for you—a friend who will be continually boosting your business to the people you are most interested in reaching. It is a wise dealer who takes advantage of this most effective advertising. Pairs perfectly matched and balanced, beautifully finished, and absolutely true-running; these are the qualities that put these stones so far in the lead.

The Winnipeg Paint and Glass Co., Limited

"Everything for a Building."

Winnipeg

Manitoba

What Do You Earn?

Don't think us impertinent.
We want you to put the ques-
tion to yourself, and to sup-
plement it with the further
question, "Could you earn any
more?"

Certainly you could, if your
wasted evenings could be used
to advantage.

Why not let The MacLean
Publishing Company help you
out? They will appoint you
circulation solicitor in your
district for MacLean's Maga-
zine.

When you have tried it you
may find it pays you well
enough to give your whole
time to it. That has been the
experience of many before
you.

The MacLean Pub. Co.

143-149 University Ave.
TORONTO

SUPERIORITY!

We have spared no expense in the
manufacture of NEW ERA PAINT,
which has resulted in a paint that
will outlast, cover more surface,
hold its color better, stand more
extremes of the weather and
give a more brilliant finish
than any high-priced
paint you can buy.

**NEW
ERA
PAINT**

NEW ERA is a paint made
especially to meet the require-
ments of the most critical user, and
is sold at a price that is within estimates
of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish Co., Limited

WINDSOR

ONTARIO

IT WILL PAY YOU

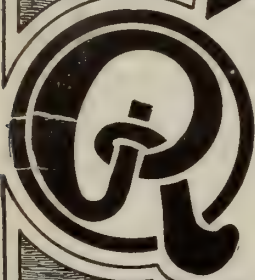
to watch our Condensed
Ad. columns. There
are many money-making
positions there. You may find just what you want.

The Right
Paint

COLD WEATHER
AND FROST

1842

have no effect on Ramsay's Paints.
Those dealers handling this line know
there is no danger of complaint that Ramsay's
Paints cannot be satisfactorily applied in cold
weather.



RAMSAY'S PAINTS

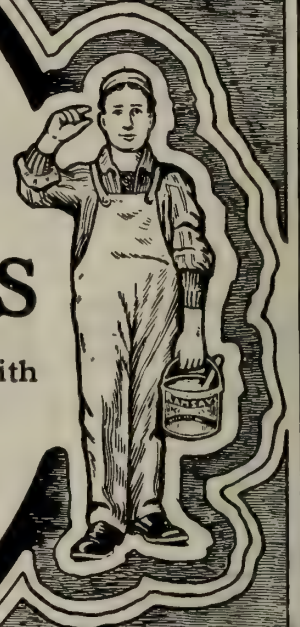
are made to stand the rigorous Canadian climate with
all its extremes. They are made right to paint
right, and your stock for this fall and winter
should be Ramsay's

*Will you answer our invitation
to be a Ramsay Agent?*

A. RAMSAY & SON CO.

MONTREAL

Paint Makers Since 1842.



To
Paint
Right

to now

121

Yuletide
GREETING.

THE big increase in our business
during the past year shows that
the hardware trade appreciates
our High Quality Paint.

We wish to express our thanks to our
old and new customers for their
liberal support and wish them a right
Merry Christmas and a Prosperous
New Year.

Canadian Oil Companies, Limited
TORONTO

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA



During the winter months the busy housewife likes to brighten up the furniture and woodwork of her home.

Of course she wants a finish that is durable and easy to apply, as well as clean and bright. The most satisfactory finish for this purpose is

SUN VARNISH STAIN

Meet the demand with this finish and you will get the trade. It is just the thing for touching up old furniture, woodwork and floors, and it has the advantage of staining and varnishing at one operation.

Sun Varnish Stains are made from select pigments and durable varnish, and are very superior to the cheap stains on the market. There are seven attractive shades representative of popular hardwoods (also clear).

Put up in $\frac{1}{4}$ -pints, $\frac{1}{2}$ -pints, quarts, half gallons and gallons with attractive labels. Though Sun Varnish Stains sell at a moderate price, it allows a fair profit for the dealer.

OXIDIZED ART ENAMEL

The need for a reliable enamel for ornamental purposes led us to put this durable line on the market. This enamel does not chip or crack. It dries hard with a rich gloss and keeps its lustre. It is put up in all the most attractive shades, in small tins, pints, quarts, $\frac{1}{2}$ -gallons and gallons, and sells at a moderate price.

THE CANADA PAINT CO
LIMITED



PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC



New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

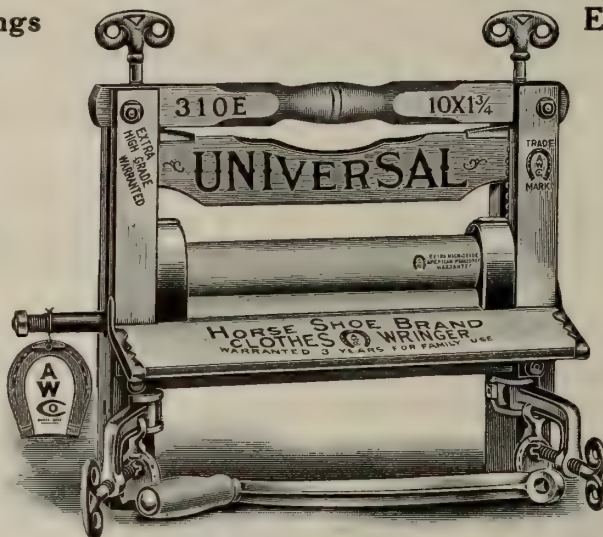
Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Packed 3 and 6 in
a case.

Same style made in
Folding Bench.



Send for Catalog (F)

THE AMERICAN WRINGER COMPANY
NEW YORK, - U.S.A.

INSPECTED

ALL GOODS MADE IN OUR FAC-
TORY ARE EXAMINED BY AN
EXPERT, THUS ELIMINATING
UNSATISFACTORY SHIPMENTS.
WE MAKE—

CARRIAGE DASHES AND FENDERS
MAILEABLE IRON AND BRASS CASTINGS
CARRIAGE HARDWARE
WAGON HARDWARE
SADDLERY HARDWARE
STEEL, IRON AND WOOD HAMES
FOLDING CHAIRS
CAMP STOOLS
HOSE REELS

McKinnon Dash Company
ST. CATHARINES, ONT.



A Battery Made in the West

will reach Western consumers much
fresher and active than imported or
Eastern-made batteries. There lies
the whole secret of the preference
shown by the West for

X CELL
Dry Batteries
(Made in Winnipeg)

No cell reaches a dealer over five
days old. Each and every cell shows
high initial amperage, possesses
strong powers of recuperation, and
is good for long service.

ELECTRIC FLASHLIGHTS

These goods will prove fast sellers when properly dis-
played. The demand will surprise you, and the profits make
the trade worth while. We carry best lines only, and quote
lowest prices. Write us and we will put you in touch with
the nearest jobber.

Canadian Carbon Company
OF WINNIPEG, LIMITED
Bury and Irish Ave., - - - Winnipeg
E. W. HANNA, President and Managing Director

SELLING POINTS

TO HELP

THE DEALER WIN TRADE



THE ARTISTIC SIDE OF PAINT

As wealth accumulates, society demands better things. Property owners realizing their debt to society improve their property to satisfy its demand.

They beautify to merit approval—and soon get to delight in things artistic. The annually increasing sales of

MARTIN-SENOUR PAINT

100% PURE

is a gauge of the advance of artistic taste brought to a practical issue.

The paint dealer who takes advantage of prevailing conditions encourages the artistic side of paint. He cultivates it and caters to it with **MARTIN-SENOUR** Paint—the kind that satisfies the most exacting requirements. Get in that class Mr. Dealer—put your paint business on a higher plane and get more profit.

Better not delay getting the agency for **MARTIN-SENOUR PAINTS** and **VARNISHES**.

The Martin-Senour Co. Limited

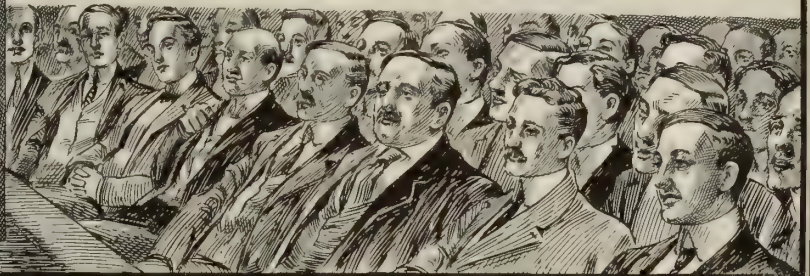
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



Do you think that this means anything to your varnish trade?

**The Varnish
That Lasts Longest**

DOUGALL VARNISH

is made to wear and made to last. It is quick drying but very elastic, and will not crack or peel. A gallon of Dougall Varnish goes as far as a gallon and a half of any other brand. These are Facts, not fiction. It pays to sell Dougall Varnish. It always gives satisfaction.

The Dougall Varnish Company, Ltd.

305 MANUFACTURERS ST.

MONTREAL

J. S. N. DOUGALL, President

CANADA

Associated with Murphy Varnish Co., U.S.A.



LONDON

HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto.
Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

**The International
Nickel Company**

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

The FORD Single Lip Bit does MORE than ANY Double Lip Bit Can Do



This is not an idle statement, but WORDS substantiated by WORK. It's a fact vouched for by every mechanic who uses a GENUINE FORD.

The FORD Single Lip Bit bores considerably faster and 40% easier than any regular Double Lip Bit. It bores as easily in end grain as in cross grain; draws in on any wood from the softest Pine to Lignum Vitae. Cuts the hardest knots clean and without clogging; will stand more nails than any other Bit; cuts out without splintering, and is warranted not to follow the grain or drift in any wood regardless of the angle at which it is started.

It is suited for the FINEST, FUSSIEST work or the roughest possible boring. It's made of a special Auger Bit steel, and is guaranteed in every way.

Do not confuse the GENUINE FORD with its imitations or with any other Single Lip Bit. Ask for and insist upon the GENUINE and see that the name FORD is stamped on the shank. Imitations are inferior, both in WORKING and WEARING qualities. If your Jobber hasn't it, write us. Address Dept. 7G.

FORD AUGER BIT CO.
HOLYOKE, MASS.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable
**White Mop
Wringer Co.**

MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

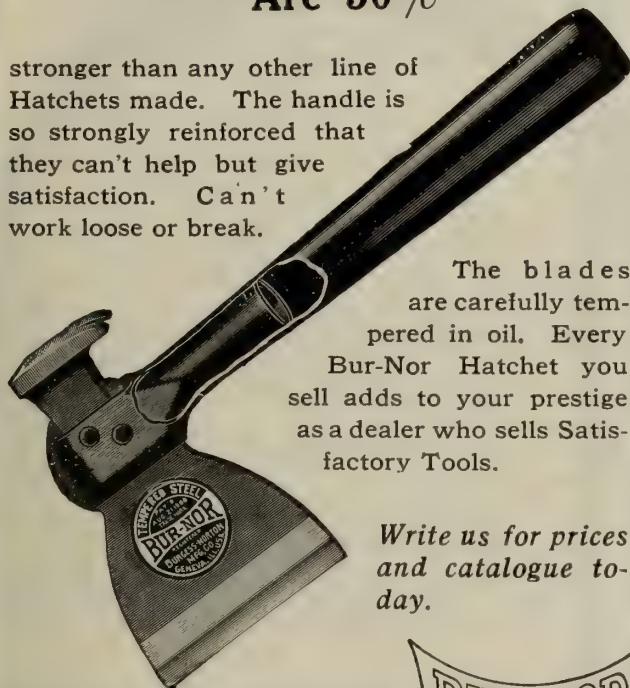
**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England



All Steel Hatchets Are 50%

stronger than any other line of Hatchets made. The handle is so strongly reinforced that they can't help but give satisfaction. Can't work loose or break.



The blades are carefully tempered in oil. Every Bur-Nor Hatchet you sell adds to your prestige as a dealer who sells Satisfactory Tools.

Write us for prices and catalogue to-day.

Burgess-Norton Mfg. Co.,
Geneva, Ill., U.S.A.



*It's
the most
extensively
advertised
varnish
label—*



**But that's not
the only reason
why you should
handle it.**

It's a mighty good reason. We believe in a well advertised reputation. We believe in making our label so well known that it will be instantly recognized by every one who sees it on your shelves.

But advertised reputation alone doesn't make a permanent varnish success.

Back of it must be the solid honesty of good quality, uniformity and reliability.

So these are additional reasons why you should handle the Berry Brothers' label.

But there's still another—

A new one you may not have heard of before.

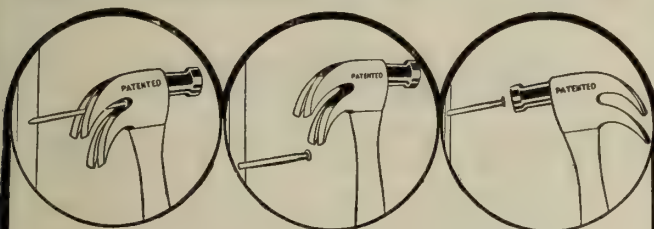
It's our new selling plan, by which you can make more profit than you have ever made before in your varnish business.

Write us to-day for particulars.

**BERRY BROTHERS
LIMITED**

The World's Largest Varnish Makers

WALKERVILLE, ONT.



Strike

Lift

Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Manufactured by

THE DOUBLE CLAW HAMMER CO.

453 Broadway

BROOKLYN, N.Y.

Start

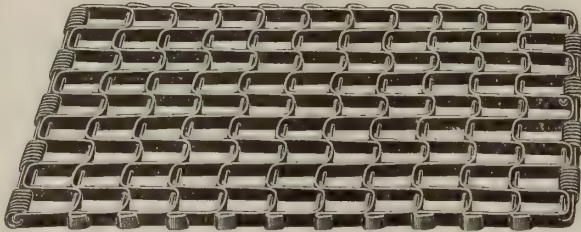
Out



Pulls the
nail out
straight
without
a block



You'll Effect Many Mat Sales
If You Make A Prominent Display Of
"Keystone"
FLEXIBLE STEEL
DOOR MATS

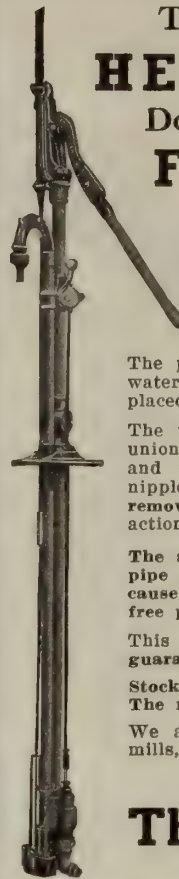


Customers will buy them in preference to the ordinary door mat. They can tell at a glance that this mat will give them a much longer service. Constructed of galvanized ribbon steel. Continuous crimp. No short pieces.

ORDER NOW AND CATCH THE WINTER TRADE.

Kuhne-Anderton Mfg. Co.
SOLE MANUFACTURERS
PORT HOPE, ONTARIO, CANADA

There's A Big Field For
HELLER - ALLER
Double Acting, Three Way
FORCE PUMP



In Many Farm or Suburban
Homes There Are Prospective Buyers

The pump has brass cylinders, screw compression, water change, and is operated by shifting rod placed outside of discharge pipe.

The three-way valve or water change has 1 inch union elbow connection for underground discharge, and is connected with trefoll by right and left nipple, thus enabling same to be repaired without removing pump from well. It is positive in its action and not complicated.

The advantage of having rod outside of discharge pipe can be readily appreciated, as same will not cause trouble in freezing weather, nor prevent the free passage of water through the discharge.

This is a first class three-way force pump, and we guarantee it to give a long, satisfactory service.

Stock a sample—get after these prospective buyers. The results will surprise you.

We also manufacture a high-grade line of wind-mills, steel tanks, etc. WRITE FOR CATALOGUE.

The Heller-Aller Co.
WINDSOR, ONTARIO

A. & J. Automatic
ONE HAND EGG BEATER
Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.



Good Pumps---
With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., Limited
GALT, CANADA

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

**HANDLES
Of Quality**

**WHIFFLETREES
DOUBLETREES
NECKYOKES**

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

**W. C. CRAWFORD CO.
LIMITED**

Tilbury, - - - - - Ontario



To the Trade:

Our "Banner" waves stronger
as Yuletide draws near,

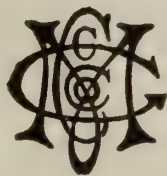
For breezes are laden with song
and good cheer,

Old friendships cemented, while
new ones appear,

[Here's a Right! Happy Xmas
and a Prosperous New Year.

**Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. Limited.**

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



We wish to express our thanks to the hardware trade of Canada for their appreciation of our product, which has been shown by their increased patronage during 1912.

We take this opportunity of wishing you all a Merry Christmas and a Prosperous New Year.



McGLASHAN, CLARKE CO., LIMITED

Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

"Kenrick" Cast Iron Holloware "Anglo" Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE.,

WINNIPEG, MAN.

Ensure Absolute Satisfaction
By Selling

**Peterboro
Hardware**

An
Artistic
Design
for
1913

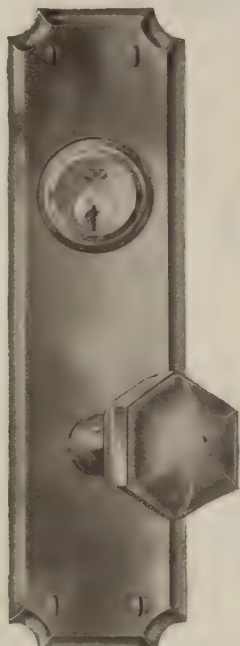
Made in Wrought Brass
and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.

LIMITED

PETERBOROUGH, ONT.



What One Dealer

HAS TO SAY
ABOUT OUR

**Wire
Cloth
Display
Rack**



Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Pembroke, Ont., Aug. 26, 1912.

Gentlemen:—

We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,

Yours respectfully,

DEWAR & RYAN

This is only one of the many letters of this kind which we are constantly receiving. Ask us for more.

Do you think you can afford to be without this Wire Cloth Display Rack any longer?

Write for descriptive circulars

R. M. Bowser & Son

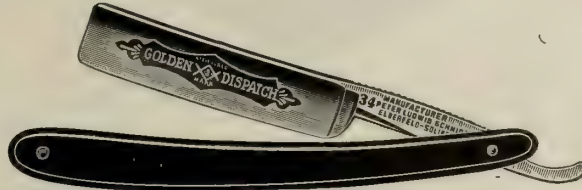
Dep. A

RENFREW, PA.

Do You Want to Shave a Mule?

We don't believe in shaving mules ourselves, and the animal would hardly approve of the idea; but if you do want to perform an operation of this kind, here is the razor that will stand the strain.

Made of the very finest quality steel, hollow ground and guaranteed to hold a wonderful edge.

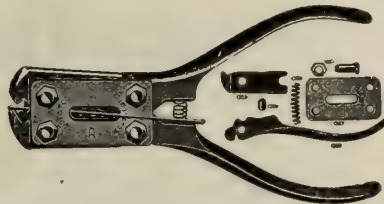


With this razor you can use the hair-splitting demonstration. It's easy with the Golden Despatch.

Lay in a stock of Golden Despatch Razors and see how quick they go. They are meeting with favor everywhere.

UTICA GOODS

Have quality and are fully guaranteed.



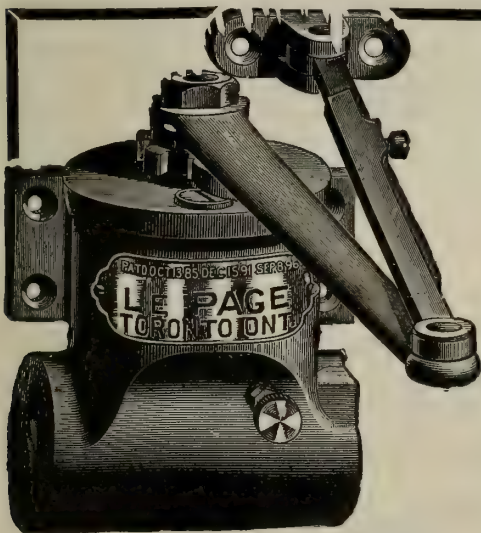
UTICA GOODS

Mean Increased Business for the Dealer.

Manufactured by Utica Drop Forge and Tool Co., Utica, N.Y.

SMITH HARDWARE CO., LIMITED

240 LEMOINE STREET, MONTREAL



Every Hardware Dealer Should Be Familiar with

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

It's Profitable And Is Certain To Give Buyers Complete Satisfaction

This is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The spring cup contains oil which forms a cushion that keeps the door under perfect control and allows it to close quietly.

It is used exclusively in Eaton's, Simpson's, Toronto Public Schools and many other large buildings.

This check is the right kind to offer your trade, as it gives a satisfaction that is essential to procure re-orders.

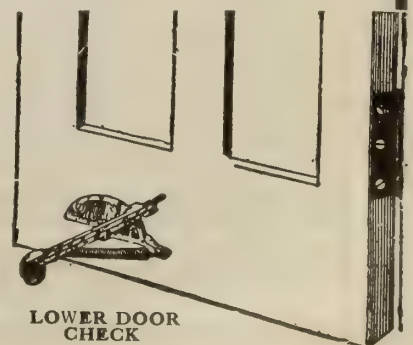
Give it a trial. Every "Le Page" Door Check is backed by our guarantee.

Write for full particulars now.

WM. KEATING

266 MACDONNELL AVE.

TORONTO



LOWER DOOR CHECK

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

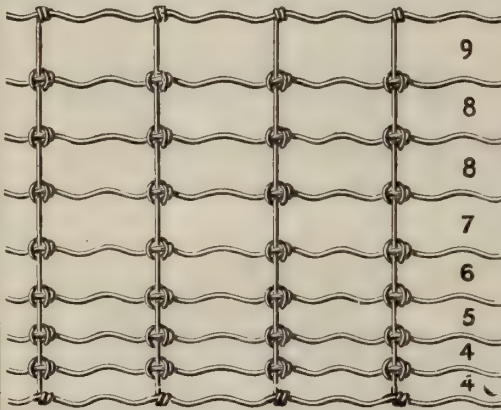
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

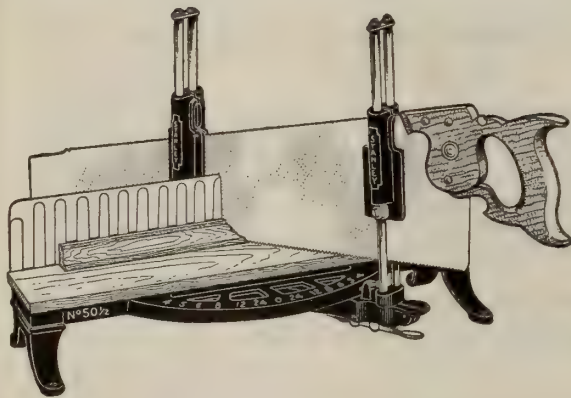
Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



Stanley Tools

No. 50 1/2 MITRE BOX

This has a single piece Frame, both the base and the back of which are
accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which
the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used
in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50 1/2

No. 60 1/2 with 20. in Back Saw

List Price each \$5.50

\$7.50



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



AMERICAN GRINDERS Are Real Trade-Winners

This Grinder is particularly adapted for purposes where a very compact yet
powerful grinder is needed. Just the thing for a carpenter's tool chest and private
shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into
the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly
without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum Grit.

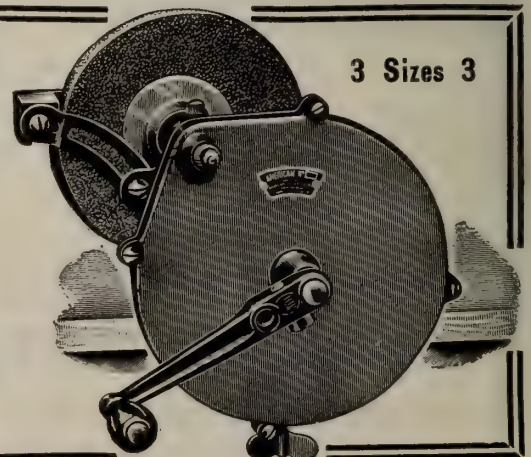
The American Grinder Mfg. CO.,

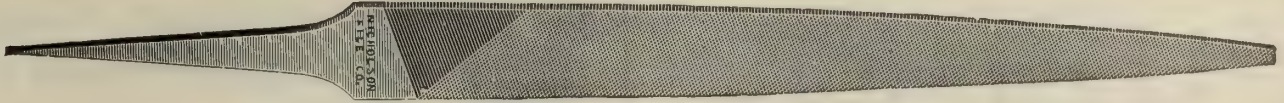
Merchants' Hardware Specialties Co., Ltd.

AGENTS WESTERN CANADA

MILWAUKEE,
WIS., U.S.A.

CALGARY
ALTA.





Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. of Canada:

"AMERICAN"
"EAGLE"

"ARCADE"
"McCLELLAN"

"GREAT WESTERN"
"KEARNEY & FOOT"

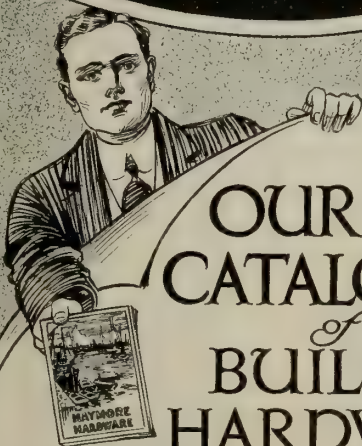
"GLOBE"
"J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - - Port Hope, Ont.



MAYMORE

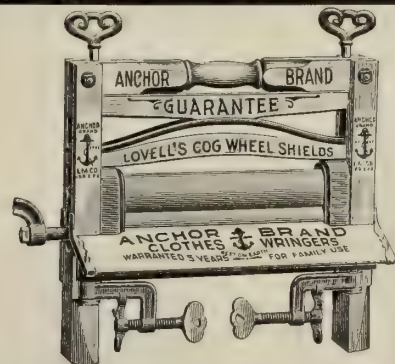


**OUR NEW
CATALOGUE
of
BUILDERS'
HARDWARE**

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS W. KIRBY
48, YONGE ST. ARCADE TORONTO.

Manufactured by
MAY & PADMORE LTD. BIRMINGHAM



**"There's a Reason" why the Retail
Merchant Prefers to Buy**

**ANCHOR BRAND
Clothes Wringers**

GET IT

From Lovell, Erie, Pa.

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR
LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO



National Steel Rim Locks

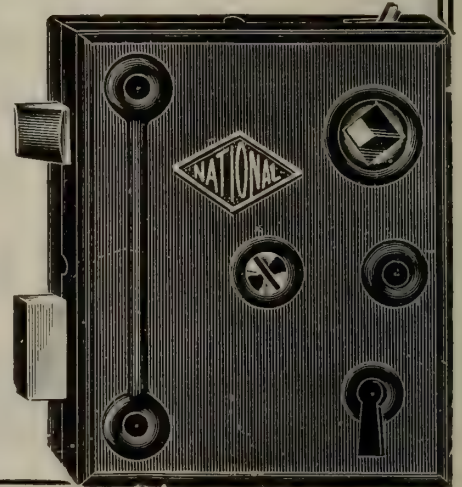
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us
for particulars
and prices.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.,
CANADA

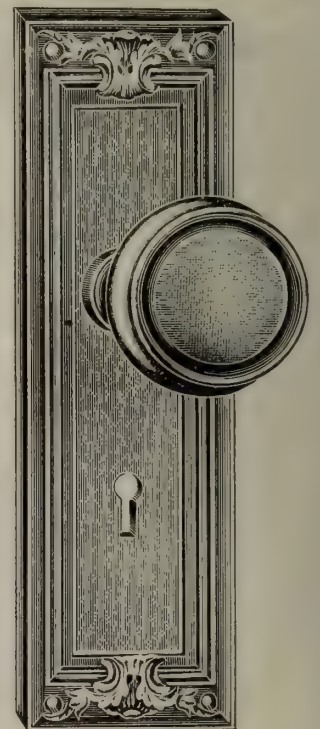


EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardware line,

**"Belleville"
Goods**

are the ones he wants.



The Belleville Hardware and Lock Manufacturing Co.
LIMITED

BELLEVILLE, ONT.

Manufacturers of Locks and High Grade Hardware

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

BEAR BRAND LAMP BLACKS

Have The Quality
That Customers Demand



We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY
WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Fisk Advertising Service FOR HARDWARE DEALERS

52 ads., one each
week for a year, \$5.00
text matter only...

Privilege to buy cuts if desired. Check must accompany order. Every retailer in Canada in this line can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

Henry Stirling Fisk, President
Fisk Publishing Company
Schiller Building, Chicago



There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every building heated by furnace or boiler should have one. It Saves Coal, Health, Time and Worry, and keeps an even temperature in the home.

Our thirty-day free trial offer is great selling help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can ship immediately upon receipt of your order from catalogue.



Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cap Screws, Set Screws, Studs Special Milled Work Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

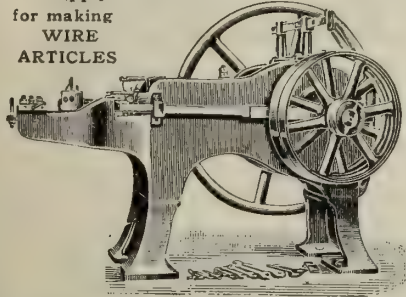
Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.



THIS
IS ONE
of the
many kinds
of Machines
I supply
for making
WIRE
ARTICLES



MACHINERY
DRAWING, NETT-
ING, CRIMPING,
CUTTING, WEAV-
ING WIRE.

FOR
Making
Bolts, Coach Screws,
Cotter Pins, Cut Nails
and Tacks,
Electric-welded Chain,
Furniture Springs,
Hinges, Hooks, Locks,
Nails, Rivets, Screws
Staples, Wire Nails
and Any other Article
made from WIRE.

SEND FOR LISTS
ED. BRAND

Wire Machinery
Specialist

472 Moss Lane East
Manchester, Eng.

Cable Address: "Filières,
Manchester."

Code used: A.B.C. 5th ed.

**GERMANTOWN
LAMPBLACK**

Will Bring The Buyer Back For More

We are the originators and sole manufacturers
of "Old Standard," Eagle, Pyramid and Globe
Germantown Lampblacks.

The largest dealers and Manufacturers in
Canada, Great Britain and the United
States handle our Blacks exclusively.
THEN WHY NOT YOU?



THE L. MARTIN CO.

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

**CASH OR
PARCEL CARRIERS**

SAVE TIME & MONEY



Quick Change Means Pleased Customers
Our guarantee:—We will instal
a system of our carriers in your store.
After 10 days' test, if they have not
proved their superiority to all
other makes of store service, we
will remove the equipment without
cost to you. It will pay you to in-
vestigate our modern improved
PNEUMATIC DESPATCH
TUBES AND ELECTRIC CABLE
CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

59 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN LONDON E.C. ENG.

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON BOLT & HINGE WORKS

LONDON, CANADA

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBER**

3/4-lb. tins—
3 doz. in case

FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A
DAMP WOOLEN CLOTH.
XXXX

BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD.
WINDSOR, ONTARIO.

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

ALL YOUR CUSTOMERS WILL WANT THIS

**SAMUELS' DUSTLESS
ASH SIFTER**



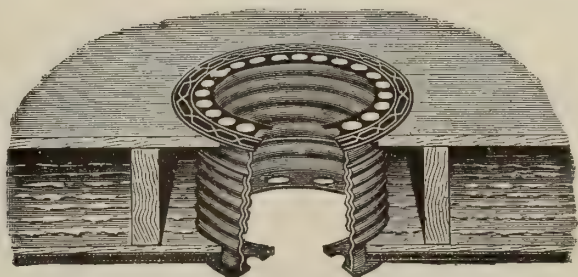
Here is the sifter you've always
wanted. No work, no waste,
no dust. Just turn the handle,
ashes sift into barrel, unburned
coal drops into scuttle. Cuts
down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO
STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY
J. SAMUELS, TORONTO, ONT.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because
they have no springs. They are the only real good Stove Pipe Thimbles
in the market. For sale by leading jobbers, and manufactured exclu-
sively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

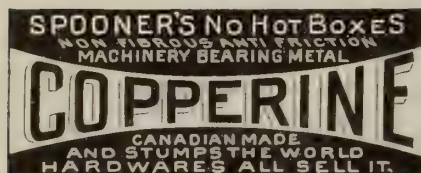
Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded, Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

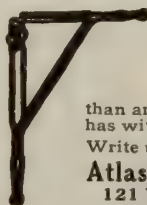
EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents
SASKATOON, SASKATCHEWAN
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, QUEBEC

BRACKETS.



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOUSE NUMBERS.

STEEL STAMPS
LETTERS
FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by
James & Reid
Perth - Ontario

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

When writing advertisers kindly mention having seen the advertisement in this paper



KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - Canada

Write for General Catalog



**Separate
Catalogue
for Each
Line**

**Iron Stairs
Fire Escapes
Railings
Iron Fences**

New Designs

Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

The "Lucky Grip" Bent Trimmer Shear

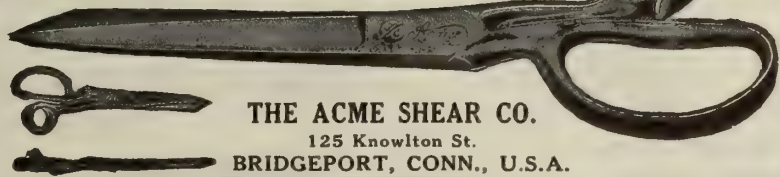
Established 1875

Pat. Aug. 5, 1910

Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance.

Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
BRIDGEPORT, CONN., U.S.A.

Made in 7"-8"-9" Sizes
List Price
\$34, \$36, \$38 gross

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind. These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



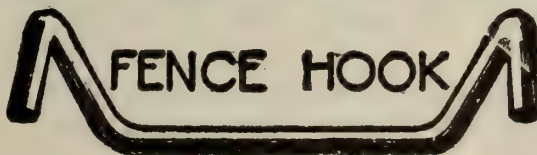
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

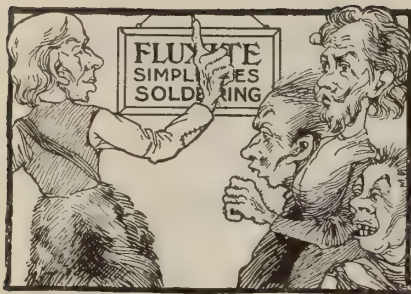
The Western Wire and Nail Co., Limited, - London, Ont.

PEASE

HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG	PEASE FOUNDRY COMPANY LIMITED TORONTO	PEASE PACIFIC FOUNDRY, Limited VANCOUVER
----------------------------------------------	-------------------------------------------------	----------------------------------------------------



Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that
SIMPLIFIES SOLDERING

and lead jointing

Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Easy to use.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.
Canadian Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

Easy to sell.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS

Made in Canada

They have distinct advantages that YOU
cannot afford to overlook.

"There's More Money in Them."

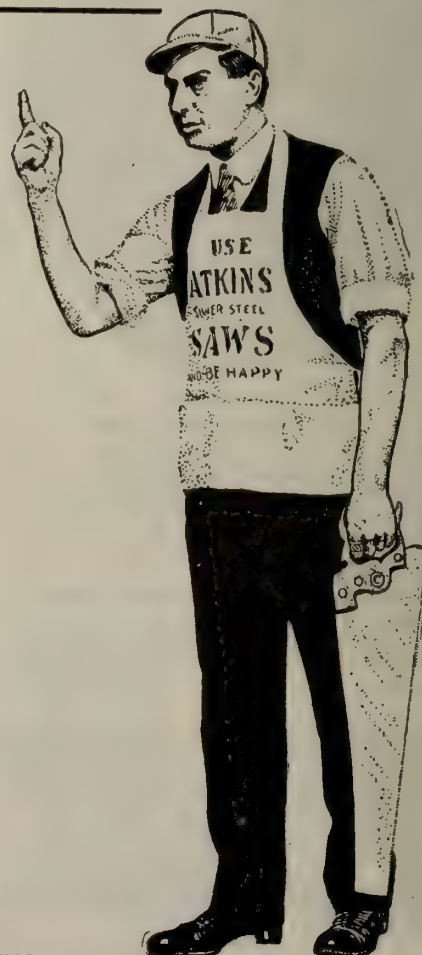
Have you our latest book? Are you familiar with
our selling plans? We'll be glad to put you next
if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers



Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark
The Bulldog MOP WRINGER
AND
BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

TORONTO

WINNIPEG

"The only Line of
Files from 3 to 24
inches that are
made absolutely of
**CRUCIBLE
STEEL**"



**The
DELTA**

**is the File to
Sell to Your
Particular
Customers**

It is a file that cuts clean and fast — a file that gives an exceptionally long service.

The Delta is the fullest value on the continent. It is a file that will always be specified by skilled mechanics after they have given it a trial.

We supply the dealer with display cards, etc., which will enable him to let the public know that he handles a good, reliable line of files.

Our trade mark, which is stamped on every file, is a guarantee which protects the dealer and his customers.

Get full particulars to-day.

Cut represents our Flat Bastard, a very useful file. Made in all cuts from Coarse Bastard to Dead Smooth:

The proportion is equal to 4 in. width to one in thickness, having a long curve about two-thirds its length, both on the edges and flat sides. Cut on all four sides.



**DELTA FILE WORKS
PHILADELPHIA, PA.**

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

Extra Heavy Lever Shears

No. 20, Capacity, $\frac{1}{2}$ inch Iron Plate

Write for further particulars and price.

WE take this opportunity of thanking our many patrons for the support tendered us during the past season, and extend to ONE and ALL our best wishes for a MERRY CHRISTMAS and a HAPPY AND PROSPEROUS NEW YEAR.



The Brown-Boggs Co., Ltd.

HAMILTON,

CANADA

Tinsmiths' and Sheet Metal Workers' Tools.
Presses. Dies.

To the Dealer:

It will pay you to get in touch with us, when you require **Anything in the Hardware Line**. We only carry goods which we know will bring the dealer and ourselves re-orders. We guarantee absolute satisfaction.

Our service is quick. Our prices are reasonable.

To the Manufacturer:

We are manufacturers' agents. If you have dependable goods which we are not handling, we would be pleased to hear from you.

We will sell your goods quickly.

We have a reputation for square dealing
and will maintain it at all costs.

Reynolds & Jackson - Calgary, Canada



RELIABLE LANTERNS

are a source of constant satisfaction to both the dealer and consumer

Wright's No. 4 Cold Blast Lantern

will stand all reasonable tests, and continue to give unequalled service

It is strong, simple, a perfect burner, guaranteed not to go out at the critical moment, and takes ordinary style globe.

The wire ear is a strong and permanent method of attaching the handle, and does not interfere in any way with the tubular principle of the Lantern.

Fitted with Rubber Crystal Globe, our No. 4 Lantern is the standard of excellence.

Do not look for your season's business in Lanterns until you have seen our representative

Give Him an Opportunity to SHOW YOU

E. T. Wright & Co.,

(H. G. WRIGHT)

Agencies at VANCOUVER, WINNIPEG and TORONTO

:-

Hamilton, Can.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works :
Lachine Canal

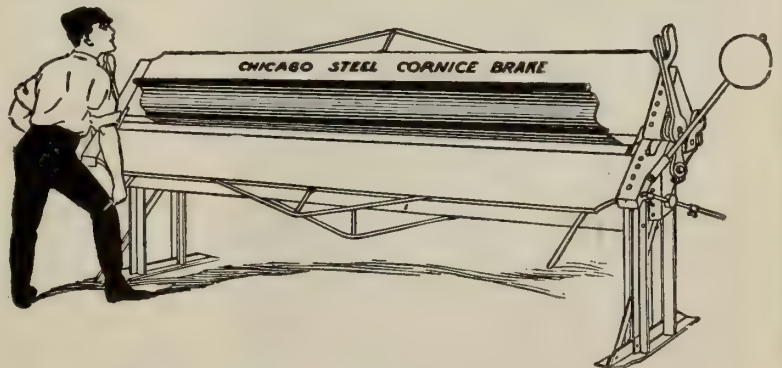
BE PROGRESSIVE

We find that the better tools and machinery we use the better product we turn out.

The same applies to you. With one of our CHICAGO STEEL BENDING BRAKES You could turn out better work in less time than it takes you now.

We should advise you to investigate now before we get our spring orders, so we can attend to your requirements more promptly.

Write for free illustrated catalogue, listing 200 different styles and sizes.



Steel Bending Brake Works, Chatham, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Thank You

YOU'VE given the Pilabasco line of lighting goods your hearty support. And we appreciate it. There's a lot of satisfaction in knowing that Pilabasco has repaid you by making good. For it **has** made good. Repeat orders from all parts of Canada have demonstrated that convincingly. We're closing one of the biggest years in the history of our business.

¶ We extend to you our holiday greetings—we wish you a Very Merry Christmas.

THE PITTSBURGH LAMP, BRASS & GLASS COMPANY of CANADA, LTD.

119 Wortley
Road



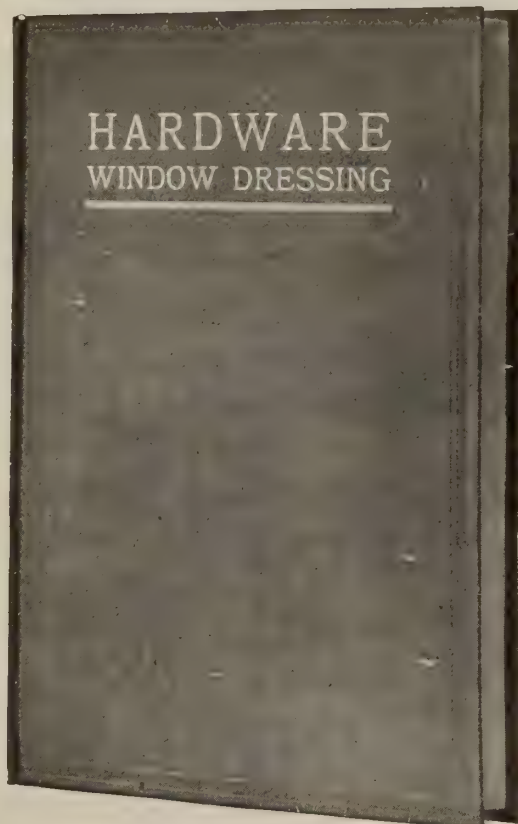
London,
Ontario

R. E. DAVIS, Special Representative.

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co.	77	Davidson, Thos., Mfg. Co.	9	Lewis Bros., Ltd.	3	Pittsburg Lamp Brass & Glass Co.	82
American Grinder Co.	70	Delta File Works	79	London Bolt & Hinge Works.	75	Public Works Dept.	58
American Shearer Co.	76	Dennis Wire & Iron Co.	77	London Foundry Co.	73		
American Wringer Co.	62	Directory of Manufacturers	76	London Rolling Mill Co.	61	Ramsay, A., & Sons Co.	60
Atkins & Co., E. C.	78	Disston, Henry, & Sons	23	Low Bros., Ltd.	49	Raymond Bros.	78
Atlas Mfg. Co.	76	Dominion Cartridge Co.	28	Lovell Mfg. Co.	71	Remington Arms Union Met. Cart. Co.	28
Auto Controller Co.	78	Dominion Iron & Steel Co.	10	Lundy Shovel & Tool Co.	18	Reynolds & Jackson	80
Aylmer Pump & Scale Co.	72	Dorken Bros.	27	Lufkin Rule Co.	Inside back cover	Richards Wilcox	22
		Double Claw Hammer Co.	65			Ross Rifle Co.	86
Barnett, G. & H.	70	Dougall Varnish Co.	63	McArthur, Alex., & Co.	55		
Barton Netting Co.	4	Dreis, Edward	81	McClary Mfg. Co.	24	Salyerds Mfg. Co.	17
Barber Asphalt Paving Co.	17			McDougall, R. Co.	25	Samuels, J.	75
Belleville Hdw. & Lock Co.	72	Eastern Mfrs., Ltd.	76	McGlashan-Clarke Co.	68	Saskatchewan Glass & Supply Co., The	78
Bemis & Call Hdw. & Tool Co.	75	Enterprise Enamel Co.	16	McKinnon Chain Co.	62	Seymour, Henry T., Shear Co.	77
Berry Bros.	65	Fisk Publishing Co.	74	Magnolia Metal Co.	14	Sharrat & Newth	77
Bosse & Banks	56	Ford Auger Bit Co.	64	Martin, The L., Co.	75	Shaw, A., & Son	77
Bowser, S. F., & Co., Ltd.	53			Martin-Senour Co.	63	Sheet Metal Products Co.	2
Bowser, R. M., & Son	63	Galt Art Metal Co.	26	Maxwell, D., & Sons	74	Smith Hardware Co., Ltd.	69
Brandram-Henderson, Ltd.	51	Garlock Packing Co.	73	May & Padmore	71	Sorby, Robt., & Sons	27
Brand, Ed.	75	Gillette Safety Razor Co.	Inside front cover	Meakins & Sons	10	Southington Mfg. Co.	76
Brantford Oven & Rack Co.	76			Metallic Roofing Co.	19	Spooner, Alonzo W., Ltd.	78
Brown Boggs Co.	80	Gipe Carrier Co.	75	Metal Shingle & Siding Co.	21	Standard Chain Co.	12
Burgess Norton Co.	65	Goodell-Pratt Co.	20	Millers Falls Co.	20	Standard Paint & Varnish Co.	59
Burrow Stewart & Milne	22	Greening, B., Wire Co.	12	Mitchell & Co., David	76	St. Mary's Wood Specialty Co.	21
Burrowes Mfg. Co.	26	Gutta Percha & Rubber Mfg. Co., Inside back cover		Moore & Co., Benjamin	57	Stanley Rule & Level Co.	70
Burman's Clippers	13			Morris & Bailey Steel Co.	12	Steel Co. of Canada, Ltd.	6
Bushnell Novelty Co.	79			Morrison Brass Mfg. Co.	Outside back cover	Steel Trough Machine Co.	20
		Hamilton Cotton Co.	79	Morrow, John, Screw Co.	77	Stephens, G. F., & Co.	57
Cameron & Campbell	76	Hamilton & Son, C. J.,	17	Myers & Bro., F. E.	59	Stevens, Hepner & Co.	16
Canada Foundry Co.	74	Hamilton Stamp & Stencil Wks.	76			Still, J. H.	18
Canada Glue Co.	11	Harrington & Richardson	14	National Hardware Co.	72	Stratford Mfg. Co.	Inside back cover
Canada Metal Co.	76	Heinisch, R., Sons Co.	55	National Mfg. Co.	15		
Canada Paint Co.	61	Heller Aller Co.	67	Newman, W., & Sons	76	Tallman Brass & Metal Co.	74
Canada Steel Goods Co.	8	Hohlfeld Mfg. Co.	1	Nicholson File Co.	71	Thompson, B. & S. H.	72
Canada Wire & Iron Goods Mfg. Co.	73	Hutton, Jas., & Co.	74	Nickel Plate Stove Polish	75	Toronto Plate Glass Importing Co.	55
Canadian Carbon Co.	62			North Bros. Mfg. Co.	1	Townsend & Co., S. P.	16
Canadian Copper Co.	64	Imperial Varnish & Color Co.	49	Nova Scotia Steel & Coal Co.	59		
Can. Fairbanks-Morse Co., Ltd.	2	International Varnish Co.	53			Want Ads.	58
Can. Heating & Ventilating Co.	24			Oakey, John, & Co.	64	Western Distributors, Ltd.	76
Canadian Oil Cos.	60	James & Reid	76	Ontario Lantern & Lamp Co., Ltd.	37	Williams & Taylor	22
Canadian Tube & Iron Co.	81	Jamieson & Co., Ltd., R. C.	57	Otterville Mfg. Co.	74	White Mop Wringer Co.	64
Caverhill, Leamont & Co.	7			Owen Sound Wire Fence Co.	70	Whitman & Barnes Mfg. Co.	8
Chatham Malleable & Steel Co.	21	Keating, Wm.	69			Wilkes-Martin-Wilkes Co.	74
Chicago Spring Butt Co.	1	Kenrick & Sons, Ltd., Archibald.	68	Parmenter Bullock Co., The	76	Winnipeg Paint & Glass Co., Ltd.	59
Collette Mfg. Co.	66	Kuhne, Anderton Co.	66	Pease Fdry. Co.	77	Woodstock Wagon & Mfg. Co.	79
Cowan & Britton	86			Peterborough Lock Co.	68	Wright, E. T., & Co.	81
Corbin, P. & F.	18	Laidlaw Bale Tie Co.	55	Pink, Thos.	19		
Crawford, W. C.	67	Leslie, A. C., & Co.	27				
Cummer-Dowswell, Ltd.	5						

Table of Editorial Contents

SPECIAL ARTICLES.

Getting Good Results from the Tinsnop	28
Christmas Greetings	39
Increasing the Dealer's Cement Sales	34
Window Display Suggestion: Christmas Goods..	35
Conducting Toy Department in Hardware Store...	36
Compromise Reached in Matter of Rates	37
Preliminary Steps in Turning Over to Cash	38

EDITORIAL.

.....	32-33
-------	-------

MARKETS.

Metals, Hardware, Stoves, Paint	44, 45, 47, 50
---------------------------------------	----------------

STOVE DEPARTMENT.

Will Use Both Stores for Stove Stock	46
Are Offering Turkeys	46

PAINT DEPARTMENT.

Keeping Paint Department Busy During Winter..	48
-----------------------------------------------	----

MISCELLANEOUS FEATURES.

Complete Course of Sheet Metal Work	39
New Hardware Goods	42
Leaks in the Hardware Store	30
Progressive Hardware Retailing	40
Current News of the Trade	41
Hardware Letter Box	44
Catalogues and Booklets	45
Twenty Years Ago	48

NEWS FEATURES.

Annual Meeting of Metal and Hardware Associ- ation	37
Starts Jobbing Business	41

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminium Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonso W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stowe & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Pierboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A. H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stowe & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowdell Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowdell Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Eredit Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Enameled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Dission, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
W. C. Crawford Co., Tilbury.
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

Lamps, Acetylene.
Maple City Mfg. Co., Monmouth, Ill.

Lampblack.
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton.

Latches, Screen and Barn Door.
Peck Hamre Mfg. Co., Berlin, Wis.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplies Hardware Co., Philadelphia.
Clippier Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Matings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Match Boxes.
Stover Mfg. Co., Freeport, Ill.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.

Metal Polish, Emery Cloth, Etc.
Oakley, John, & Sons, London, Eng.

Metal Store Fronts.
Canada Foundry Co., Ltd., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire.
H. S. Howland Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.

Others.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Packing.
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram, Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stowe & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives.
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors.
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Gillette Safety Razor Co., Montreal.
Schramberger, Uhlfedernfabrik, Schramberg, Germany.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Registers.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferroteel Co., Bridgeburg.

Rivets.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Rollers, Water Weight.
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.

Roofing.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood.
F. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Snow Shovels.
Can. Buffalo Sled Co., Preston.

Steds.
Can. Buffalo Sled Co., Preston.

Snips.
Peck, Stowe & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Goods.
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.

Stains, Wood.
Berry Bros., Walkerville.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

E. T. Wright & Co., Hamilton, Ont.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.

Findlay Bros., Carleton Place.

Clare Bros. & Co., Preston.

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

Pease Foundry Co., Toronto.

D. J. Barker & Co., Picton.

Jas. Smart Mfg. Co., Brockville.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stowe & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.

Vises.
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowsell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Waffle Irons.
Stover Mfg. Co., Freeport, Ill.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.

Washers.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Mats.
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed Brand, 472 Moss Lane, Manchester, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wood Finishers.
Berry Bros., Walkerville.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

WHEREVER ACCURATE RIFLE SHOOTING IS HONORED,



there will be nothing short of amazement joined to admiration at the score made by Sgt. Russell, of the Canadian Team in the Great Palma Trophy Competition at Ottawa in September: 15 shots at 800, 900 and 1,000 yards, 45 shots in all, out of which only 3 failed to find the bull, the score being 222 points, beating the World's best previous record by 3 points.

Sgt. Russell, like all the Canadian team, used the Ross 303 Service Rifle and Ross Ammunition.

Ross Sporting Rifles have the same accuracy and power as the Ross Military Arm, and are favorites with sportsmen who seek accuracy, speed and dependability.

Where big game at long ranges is hunted Ross Rifles are specially recommended.

The Ross High Velocity .280, retails at \$70.00. This is the Arm which dealers should look into. There is naturally more profit in it than in the sale of the cheaper lines, and there is absolute satisfaction for the purchaser who knows he has a World beating gun.

Dealers who have not any in stock should write at once for discounts, etc.

ROSS RIFLE CO. - QUEBEC

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of Cutlery is better known to-day than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

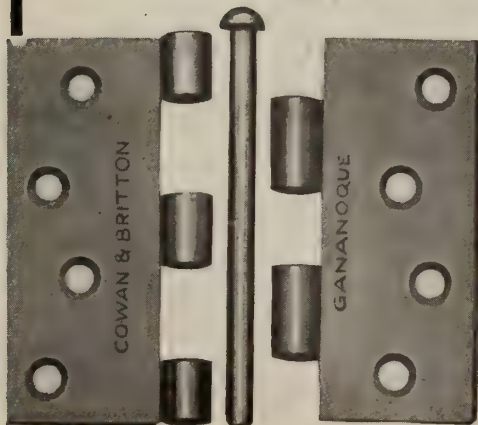


High Grade Builders' Hardware

including

Hinges, Butts, Hasps, Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON

GANANOQUE, ONT.

WE wish to express our thanks to the trade for the business that they have given us during the past year and also wish to assure them that their orders next year will have our same usual prompt and careful attention. ¶ Our new 1913 Catalog will be off the press about the 10th of January, and we will mail it to you about that time. This catalog will contain our new lines, such as Ironing Boards, Clothes Dryers, Bake Boards, etc.

The Stratford Manufacturing Co.

LIMITED

STRATFORD

ONTARIO



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

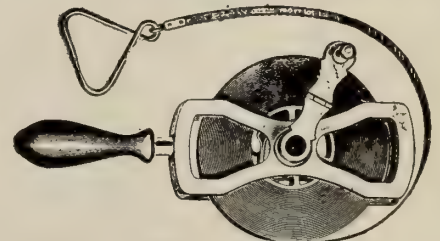
Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.
THEY WILL GIVE SATISFACTION.
THEY ARE CANADIAN MADE.
THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.
CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





OUR business has greatly increased during the past year, and we wish to thank our customers and friends in the hardware trade for their generous support.

WE extend our best wishes for a Joyful Christmas and a Happy and Prosperous New Year.

The Jas. Morrison Brass Mfg. Co.

LIMITED

93-97 Adelaide Street West
TORONTO

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by


THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV.

Publication Office: Toronto, Canada

No. 52

December 28, 1912



**Nicholson
made Files**

Will Sell Quickly Because All Users of Files Know That They Remove Stock Rapidly, Accurately and Smoothly.

Go to any part of the world and you'll see Nicholson-made Files doing the most particular work.

These files are the result of half a century of manufacturing experience.

Among the 4,000 kinds of Nicholson-made Files, all workers of metal will find a file for their particular purpose.

The following are the favorite Nicholson-made lines in Canada:

"AMERICAN," "ARCADE," "GREAT WESTERN," "GLOBE,"
"EAGLE," "McCLELLAN," "KEARNEY & FOOT," "J. B. SMITH."

NICHOLSON FILE CO.
PORT HOPE, ONT.



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24

or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, \$2.05. In lots of 24, \$1.95.

The Western Clock Co., La Salle, Ill.

New Idea

The New Detachable Tub Washing Machine



A Light, but Very Strong and Simple machine, that any woman can easily handle. Fitted with permanent tilting Wringer Stand. 1/2-inch Steel Balls running on large diameter bearings carry the load, and special Steel Springs Do Most of the Work.

Marvellously Easy to Run and a

PERFECT CLEANER



It has all the Special Tub Features. Large Opening and Warp Proof Steel Rim Inside.

IT PAYS TO HANDLE A GOOD ONE.

Made by

AGENTS—
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited, Hamilton, Ont.

You Should Place Your Order Now For

GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



(3)

KEEP A FEW OF OUR "Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end. The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases. The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—

Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.

Write for particulars at once.

The Canadian Fairbanks-Morse Co., LIMITED



**AUTOMATIC
LOWERING JACKS**



**TRACK OR TRIP
JACKS**

**MONTREAL
ST. JOHN
OTTAWA**

**TORONTO
WINNIPEG
CALGARY**

**SASKATOON
VANCOUVER
VICTORIA**

CATALOGUES SENT ON APPLICATION

**Enamelled
Sheet
Metal
Ware**

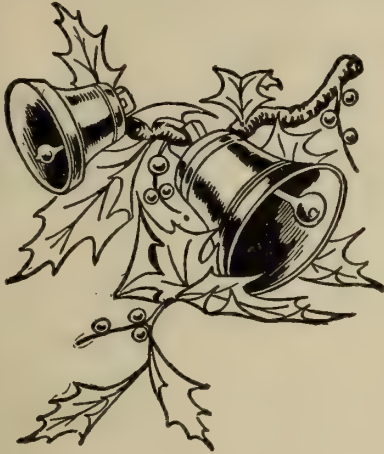
**Stamped
Tin
Ware**

**Sheet
Steel
and
Galvan-
ized
Ware**



**Oil
Stoves
Oilers
Lanterns
Japanned
and
Copper
Ware
Stove
Shovels
Metals
Etc.**

PROMPT SHIPMENTS GUARANTEED



To the Hardware Trade—

Almost every one you meet says that 1913 is going to be the Banner Year in the Hardware Trade in both Canada and the U.S., principally Canada.

Prices that look high to-day will possibly look like 30c in a few months from now.

We will have something more to say on this subject on page 3 of "HARDWARE AND METAL" after we get settled down to business again.

In the meantime, let the "tack" business look after itself and enjoy yourselves. That is what we are going to do, and wishing all our friends a prosperous New Year, we remain,

Respectfully,

LEWIS BROS., LIMITED
MONTREAL



The Name "Plymouth Rope"

A Personal Experience

Two dealers, two brands of rope.

Dealer No. 1. "Don't know what rope it is, we buy through the jobber." Dealer No. 2. "Plymouth Manila, best there is."

One man was just "handling" rope—the other was *selling* it. The rope made all the difference.

The name Plymouth stands for things that make rope sales *worth while*—honest quality, reliability, pleased customers.

There's profit in pushing *Plymouth* rope, in selling it *by name*, so that your customers come back for "more Plymouth"—and other goods.

Ask the Plymouth jobber's salesman. He knows.
Give him a trial order for Plymouth, the ship trade-marked rope.

Independent Cordage Company, Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Caverhill, Learmont & Co.

MONTREAL

Distribute the Well-known
STANLEY TOOLS
that all Skilled Mechanics
insist on having.

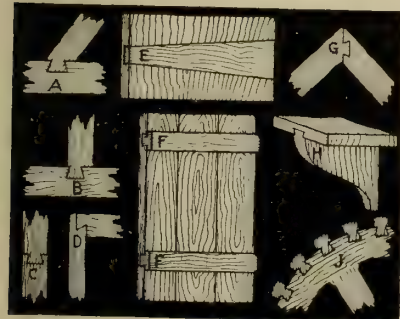
MANUFACTURED BY

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

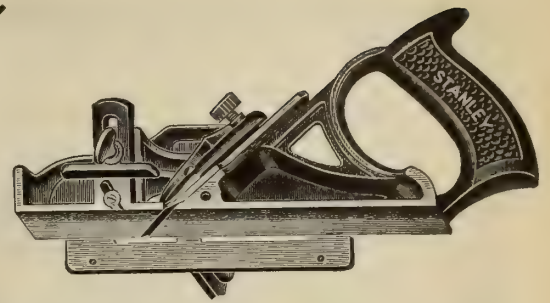
THERE ARE NO
SUBSTITUTES
FOR
THESE

No. 444
IS SIMPLE
IN OPERA-
TION AND
FILLS A LONG-
FELT WANT. IT
IS NOT NOW NE-
CESSARY TO SEND TO A FACTORY TO
GET THIS WORK DONE. OUR ILLUSTRATION
WILL SHOW A FEW OF THE MANY

WAYS THIS
TOOL CAN
BE USED.



JUST SHOW THIS
CUT TO YOUR
CARPENTER
CUSTOMERS



No.
289

SCREW CUTTER FILLISTER AND RABBET PLANE

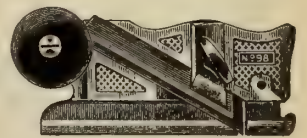
Can be used for Right or Left Hand Work.
Width of Cut can be Regulated.

No. 444 Dovetail Tongue and Groove Plane



Carpenters can
now make
their own
DOVE-
TAILS

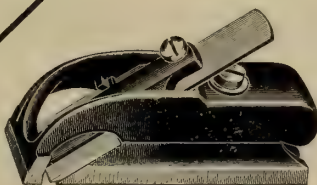
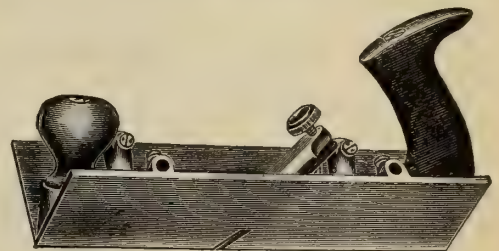
No. 98
SIDE RABBET
PLANE



Reversible Nose Piece en-
ables operator to use plane up
close in corners. 4 inch long
 $\frac{1}{2}$ inch cutter. Right or Left Hand,
not reversible.

No. 57 CORE BOX PLANE

For making cir-
cular core boxes
10 inch long, $\frac{7}{8}$
inch cutter.



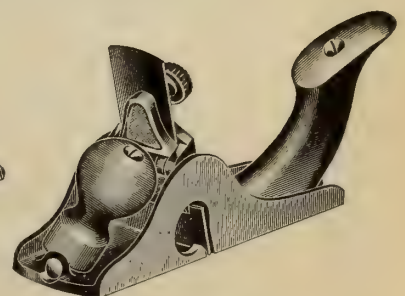
No. 75

Bull Nose Rabbet Plane



RED ROCK PLANES


For Fine Work on all Woods



No. 85

Cabinet Makers' Scraper
Plane

**THE
STEEL COMPANY OF CANADA
LIMITED**

Tiger  **White**
Brand **Lead**

100% Pure

Over forty years on the market and
endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES :

HAMILTON,

TORONTO,

MONTREAL,

WINNIPEG

W. A. MacLennan, Vancouver, B.C.

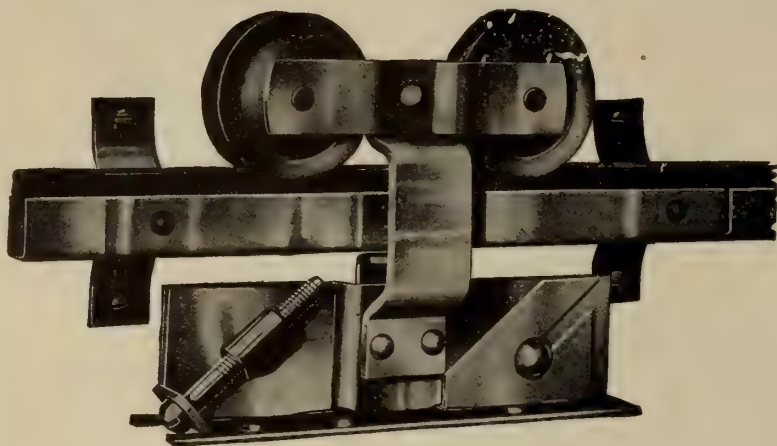
H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

A Happy New Year
and all good wishes
to our Customers
and the Trade . . .

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO



Hatch Parlor-Door Hanger



**Our Reputation
Behind the Goods.**

The Hatch Parlor-door hanger means the same to builders as the Crescent Brand on Butts and Hinges, i.e., "The Best."

PREPARE FOR THE BIG BUILDING BOOM YOU WILL HAVE IN 1913.



Canada Steel Goods Co., Ltd., Hamilton, Ont.

Makers of the famous Crescent Brand Butts and Hinges

**Every Progressive Hardware Dealer Should
Stock the "Bayard" Automatic Pocket Pistol**

The "Bayard" 32 cal. pocket pistol is only 4¾ in. long, 3⅞ in. high, ⅞ in. thick, weighs about 16 ozs., and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet



McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal



BOWSER

WIRE CLOTH DISPLAY RACK

Saves store space, eliminates much handling, is very convenient and adds greatly to the appearance of wire cloth.

Made in various sizes. Write for circulars.

R. M. Bowser & Son

Dept. A.

RENFREW, PA.

A User's Verdict

Pembroke, Ont., Aug. 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

"Gentlemen—We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much needed article in the hardware store to-day.

The rack has earned its wages every day since we got it, and we try to only have things on our floor that earn their wages.

With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN

New Process Saws

Business Builders That are very Profitable

The New Process is very high in temper and requires sharpening less frequently than any other on the market. Our aim has always been quality and our business shows it. This is the best saw that it is possible to make, regardless of cost. Why not give it a trial and see what a splendid seller it is. It is the kind that brings more trade to the dealer and gives unexcelled service. If you are not satisfied that it is all that we claim we will make it right with you.

Our new Canadian Catalog is just off the press—Send for a copy.



171-A Secret Process VANADIUM Steel



MERMAID

Spear & Jackson, Limited

SHEFFIELD

ENGLAND

FRANK H. SCOTT (Canadian Agent)
Coristine Building, MONTREAL



LEAP-FROG

Orders may be sent to

SIMONDS

CANADA

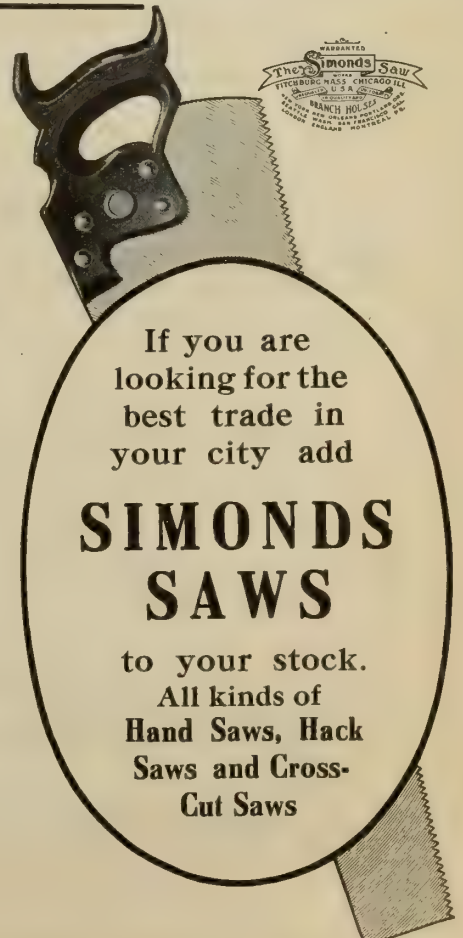
SAW CO. Limited

St. Remi St. and Acorn Av.

Montreal, P.Q.

St. John, N.B.

Vancouver, B.C.



If you are
looking for the
best trade in
your city add

SIMONDS SAWS

to your stock.
All kinds of
Hand Saws, Hack
Saws and Cross-
Cut Saws

Goodell-Pratt's

Ratchet Screw Drivers

The Ratchet Screw Drivers shown in this advertisement have made an enviable reputation with the trade, as well as with all users of Ratchet Screw Drivers, mainly on account of their strength and durability.

Isn't that a good sign that they will please you and your customers?

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

No.

66

Style of 1½in.,
2in., 3in.



Style of
4in., 5in., 6in., 8in., 10in.

The Strong Advantages
of

**Pearson's
Patent Poke No. 2**

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial—the results are just
the kind you want.*

Write for circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

GUARANTEED

ALL GOODS MADE IN OUR FACTORY ARE GUARANTEED AS TO MATERIAL, WORKMANSHIP AND FINISH, THEY ARE SAFE TO BUY. WE MAKE:

CARRIAGE DASHES AND FENDERS
MAILEABLE IRON AND BRASS CASTINGS
CARRIAGE HARDWARE
WAGON HARDWARE
SADDLERY HARDWARE
STEEL, IRON AND WOOD HAMES
FOLDING CHAIRS
CAMP STOOLS
HOSE REELS

McKinnon Dash Company
ST. CATHARINES, ONT.

American Cans

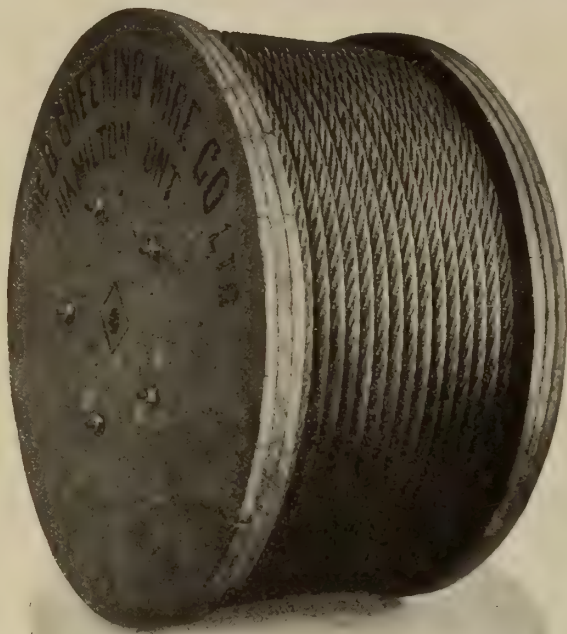
IN SELECTING your PAINT, COLOR and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE.

HAMILTON, ONT.

WIRE ROPE



Haulage and Hoisting Rope

Standard and Lang's Lay

—MANUFACTURED BY—

**The B. GREENING
WIRE CO., Limited**

Hamilton and Montreal

Rope Fittings

Rope Grease

WRITE FOR CATALOGUE.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Every Day Counts Now



Family Size, \$1.75
Large Size, 2.50



No. 501
Small Size, \$1.25
No. 602
Family Size, \$1.50
No. 703
Large Size, \$2.25



These handsome and effective illustrations are typical of those appearing in our 1912-13 advertising.

You ought to handle all these ENTERPRISE Goods —They are Staple.

Meat and Food Choppers
Bone, Shell and Corn Mills
Polishing Irons
Cherry Stoners
Beef Shavers
Tobacco Cutters
Raisin Seeders
Measuring Faucets
Cobbler's Kits
Electric Mills
Drug Presses
Flagpole Holders
Bunghole Borers
Paint Faucets

Sausage Stuffer and Lard Presses
Sad Irons
Coffee Mills
Ice Shredders
Cheese Cutters
Motor Choppers
Lawn Sprinklers
Bait Choppers
Meat Hooks
Paste Makers
Tincture Presses
Measuring Pumps
Cork Presses
Vegetable Slicers

Housekeepers are ready. Times are good; crops enormous; factories working full time. Purses bulging. The buying season is on and high quality is in greater demand than ever before.

Our big advertising campaign now running stands at the head in attracting buyers. Look in the good magazines and leading publications and see how large space advertisements are telling the news about Enterprise specialties and reaching more people than ever before.

We have a plan to bring these reading buyers to your store after our goods and keep this point in mind:

If it is an

ENTERPRISE

Then it is Profitable for You

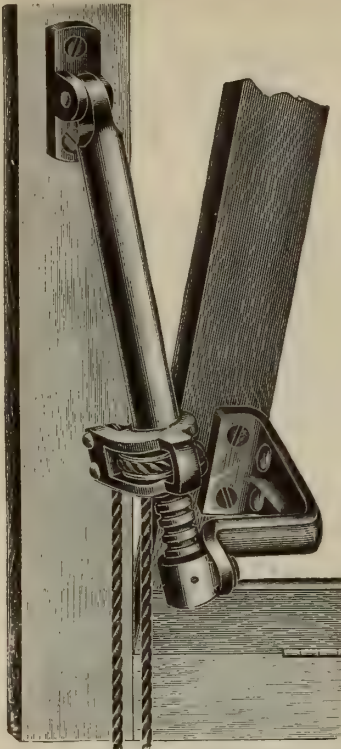
The illustrations show the class of illustrations we are using in the ENTERPRISE MEAT AND FOOD CHOPPER publicity. Attractive? Sure! Trade winning? You have guessed it. Always easy to sell. Enterprise goods are more popular than ever. Our reputation grows, because it backs up our advertising and the home-makers know that any article with our ENTERPRISE stamp is made up to the highest standard of manufacture.

Write to-day for Enterprise Catalogue

A book that will be in frequent demand for reference. A partial list is given in this advertisement. We will send you free our selling helps, including window trims and store hangings, beautiful and effective advertising matter, and a service that is free.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, Pa.

21 Murray St., New York, N.Y. 530 Golden Gate Ave., San Francisco
176 N. Dearborn St., Chicago.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Bronzed, Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the
Factory, Surrey Works, Smethwick, England.



Every Hardware Dealer Who Does Plumbing Work
Should Get Full Details Regarding Our
**BATHS, LAVATORIES, BRASS GOODS,
FITTINGS, WROUGHT IRON PIPE,
SOIL PIPE, SLOAN VALVES,
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

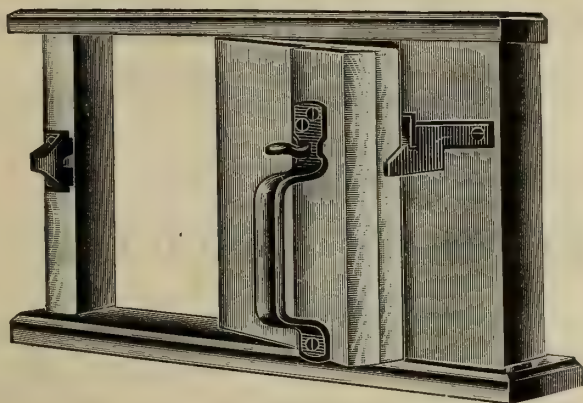
Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

**The
JOHN
STEVENS
Co., Ltd.**

Wholesale Plumbers'
Supplies,
WINNIPEG



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn-Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

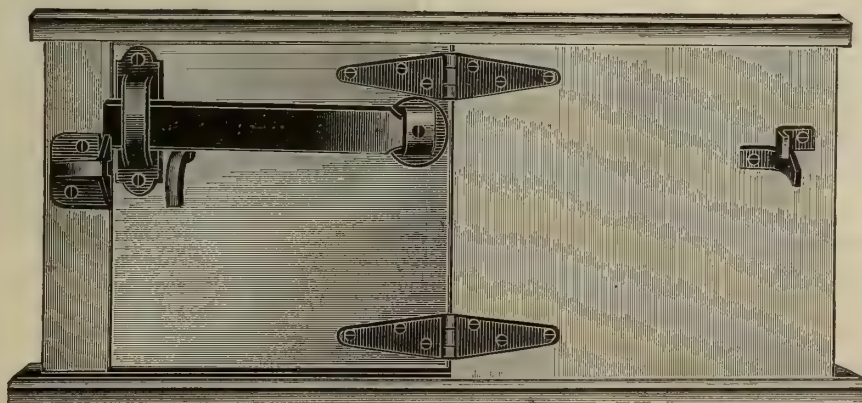
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING,

ILLINOIS

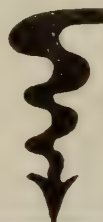


Door Closed

Keep An Eye On The "Slow Pay" Customer!

Quit Working On Books After Closing Time!

Wherever the old method of bookkeeping is being used the dealer generally has a certain amount of trouble with "slow pay" customers and spends many hours after closing time trying to straighten accounts.



Since the introduction of the

McCaskey Account Register

Many hardwaremen are saving time, money and worry.

With this register all accounts are kept up to the minute with *only one handwriting*.

It gives a complete Day Book and Ledger entry and your customers an itemized bill. It gives a statement showing all the items and amount with previous balances brought forward and totaled.

This statement acts as a reminder to "slow pay" customers and *works wonders in collecting overdue accounts*.

McCaskey Account Registers also stops forgetting to charge and eliminates errors and disputes, and don't forget the nightwork.

Write for full particulars and our booklet, "John Ashley."



Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester. Eng.)

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

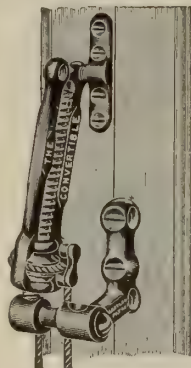
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

$\frac{3}{8}$ screw 4/-
 $\frac{1}{2}$ " 6/6

1795 BRASS

$\frac{3}{8}$ screw 5/6
 $\frac{1}{2}$ " 8/6

1797 GUN METAL

$\frac{3}{8}$ screw 6/6
 $\frac{1}{2}$ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

THE CORONA ROASTER



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

by supplying advertising matter. DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.

We manufacture a big line of well-known Enamelled and steel ware in "Corona" and "White Star" and other Brands.

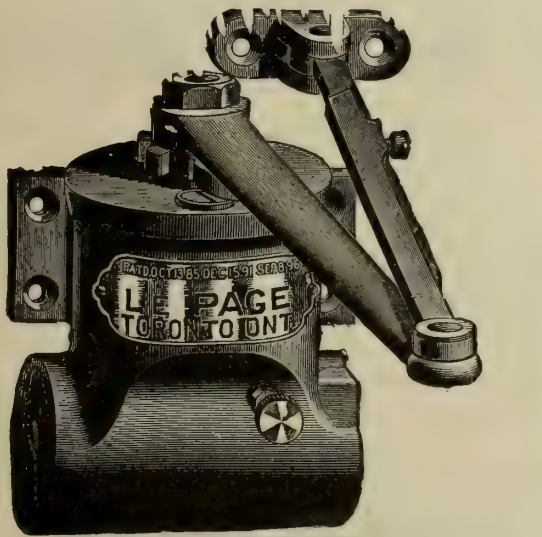
Jas. D. Fletcher, Canadian Representative

162 Bleeker St., Toronto.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

The "LE PAGE" OIL DOOR CHECK and SPRING

Is Used Exclusively in Toronto
Public Schools, Eaton's,
Simpson's, and in many
other large buildings to
the Perfect Satisfaction
of the User.



**Sell It to Your Customers and
You Give Them the Fullest
Value for Their Money**

This is the only door check made without packing
in its working parts, which assures absolute free-
dom from packing friction.

The door on which this device is used cannot slam,
as the oil in the spring cup of the check forms a
cushion, which keeps the door under perfect control
and allows it to close quietly.

The spring tension is applied by means of the
ratchet wheel on top; the checking power is con-
trolled by the thumb screw at the right.

The bearings are long and the spindle, with crank
at lower end, is drop-forged from cold rolled steel.

**Start the New Year right by stocking and boosting
the "Le Page." Write for particulars.**

WM. KEATING
266 MACDONNELL AVE., TORONTO

PLUMBING GOODS AND ENGINEERS' SUPPLIES

**That Assure Quick Turnover
At A Good Profit**



"VICTORIAN" Semi-Porcelain LAVATORY

"Absolutely Guaranteed"

Our lines are dependable and reliable.
Are made from the best material that
is procurable, by expert workmen,
and are well finished.

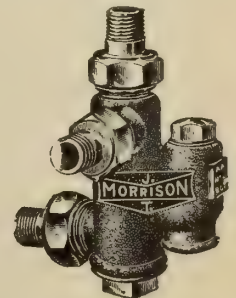
If you are not handling our goods you
do not realize the amount of satisfac-
tion that they give.

A trial order will be most convincing.

Catalogue to the Trade.



J. M. T. VALVE



J. M. T. INJECTOR

**The James Morrison Brass Mfg.
Company, Ltd.**

Manufacturers and dealers in a complete
line of Plumbing and Heating Supplies
93-97 Adelaide Street West, - TORONTO



MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory

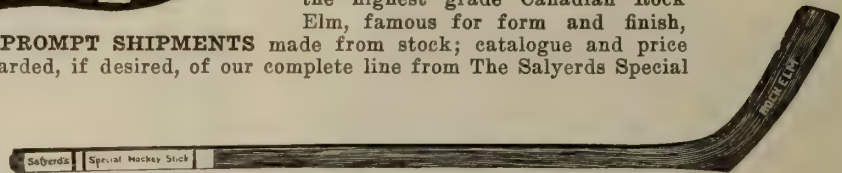
225 Ambroise Street Montreal



Salyerds MAKE. High Grade Hockey Sticks

and the best stick on the market to-day. **PROMPT SHIPMENTS** made from stock; catalogue and price list furnished on request. **SAMPLES** forwarded, if desired, of our complete line from The Salyerds Special to miniature advertising novelties.

The Salyerds Mfg. Co. Ltd.
Preston, Canada



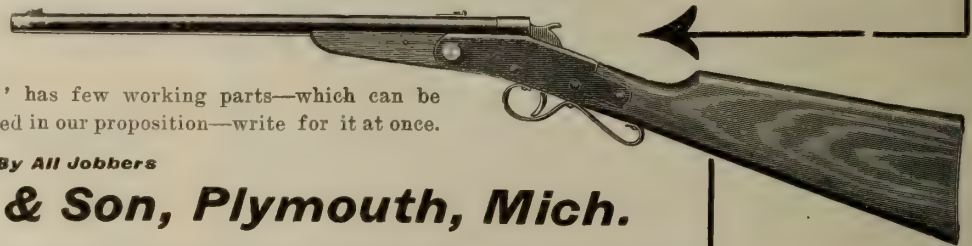
The largest Manufacturers of Hockey Sticks in Canada

You Can Hit the Increased Prosperity Mark By recommending and selling the **HAMILTON RIELE**

The "HAMILTON" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "HAMILTON" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.

For Sale By All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.



Did You Handle "NORCROSS" CULTIVATOR-HOES And WEEDERS This Year?

If you did, you no doubt gave your customers complete satisfaction and procured good profits. If you did not you have lost some splendid sales which you would have otherwise effected.

Do not let good profits escape you next year—make it a point to sell Norcross Cultivator Hoes and Weeders.

"We make nothing else and our goods show it." Our Guarantee protects you and your customers.

Canadian Jobbers who handle the "Norcross" line are:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., Ltd., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; N. H. Thorne & Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, BUSHNELL, ILL.
PATENTEES and SOLE MANUFACTURERS



The Hardwareman

*who is not
handling our*

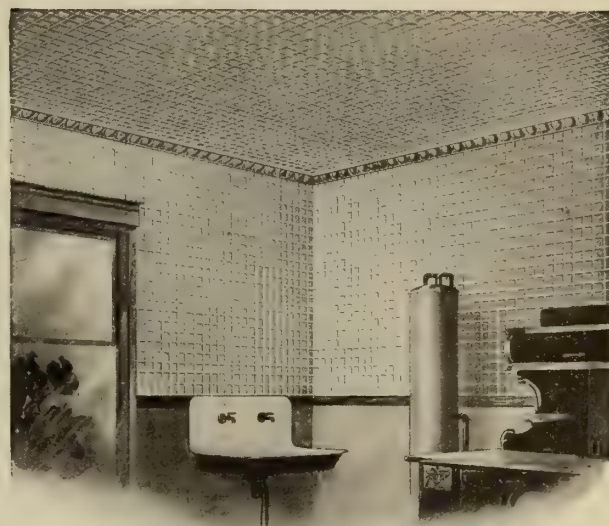
“Metallic” Ceilings and Walls

*is not making as much
money as he might.*

How about you?

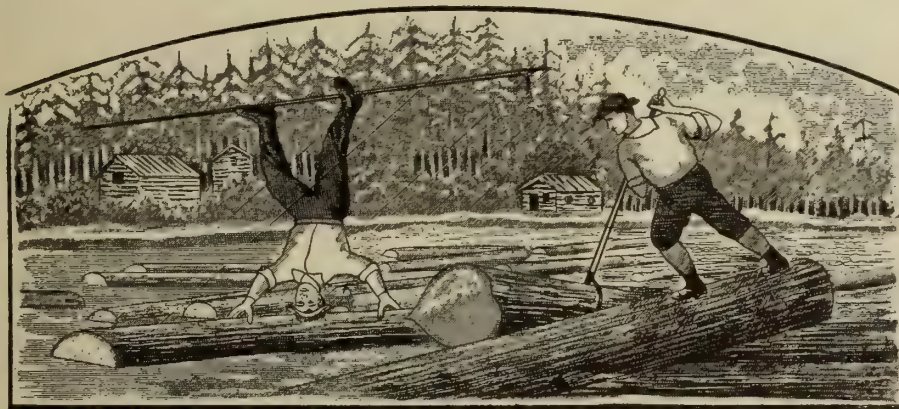
WRITE US FOR CATALOGUE AND PRICE-LIST.

*There is nothing to touch “Metallic”
for Kitchen Ceilings and Walls.*



THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List.

Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers
of **Lumber Tools**
PEMBROKE, ONT.



STAR Hack Saw Frame No. 10

is light, handy and one of the strongest tools of its kind on the market.

It is quickly adjusted, and has that combination of lightness with a maximum of strength which is so indispensable in a tool of this description.

STRENGTH WHERE STRENGTH IS NEEDED

The strength of the Star Frame is due to its simple and sensible construction, and to the fact that the greatest strength of the tool is concentrated where the greatest strain comes—in the centre of the frame.

The steel is tempered and the appearance of the frame is excellent. This tool is adjustable to carry blades 6, 7, 8, 9, 10, 11 and 12 inches long, and is marked for the different lengths.

The merits of Star Hack Saw Blades are known the wide world over.

An interesting and instructive book, "Tool Practice," sent to anyone FREE upon request.

MILLERS FALLS CO.
28 Warren St., New York City.



Light
and
Easily
Adjusted

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

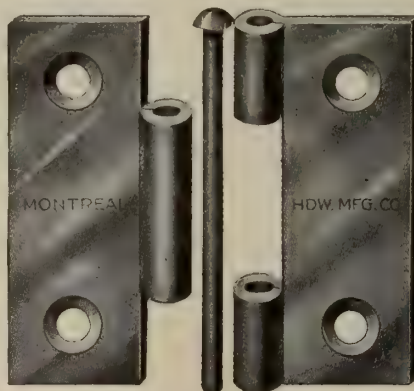
Steel Trough and Machine Co., Ltd. TWEED - - - ONTARIO

Stocked in West by
The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

YOU CANNOT DO BETTER

Than carry M. H. goods. Uniform quality and sure to please

If quality, workmanship and price, are to be considered, our line will appeal to you and we invite your investigation.



We guarantee the goods. We guarantee the service and our prices are right. On this basis we solicit your patronage.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL

::

::

CANADA

Work With Us and Make Big Profits in 1913

OUR books show that some dealers made from \$300 to \$1000 *in commissions alone*, selling "Preston" Sheet Metal Building Goods, in 1912.

They hustled for business. They invested their energies and sold "Preston" goods from catalogue. But they did not need to risk any of their capital in carrying stock.

Their commissions were all "velvet"—net profit absolutely.

They were constantly on the lookout for prospects. If they heard of a farmer who intended to build a barn, they told him about *Preston Safe Lock Shingles* and *Corrugated Sheets*. They also sent in the name of the prospect.

If any church or school was to be renovated, they hunted up the Building Committee and boosted Preston Steel Ceilings. Then they wrote us and asked us to send letters and catalogues to the Committeemen.

All through the year they kept sending us the names of people who would be interested in Preston Sheet Metal Building Goods, and we got after them hard, with letters, circulars and salesmen.

Be a live Preston agent in 1913! Send us the name of every intending builder you hear of. We'll see that you make money by it.

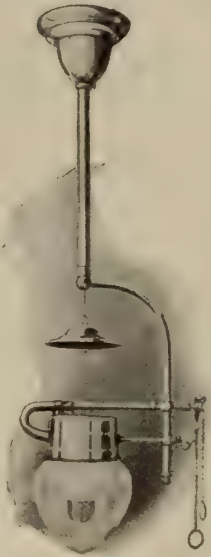
Write us about our new line of *Preston Steel Tanks*. Made in all shapes and sizes. This is another money maker for the hustling dealer.

We Do Most of the Work, But, You Get All the *Commissions*.

The Metal Shingle and Siding Co., Limited
PRESTON and MONTREAL

HARDWARE dealers and tinsmiths wanted

to act as our Agents
for the Faultless
Lighting Systems,
the safest, whitest,
brightest and most
economical light
known to science.
Better and cheaper
than electricity, gas
or coal oil. Permitted
by all Insurance
Companies. Write
to-day for special
proposition.



MacLAREN & CO.

LIGHTING SYSTEMS

MERRICKVILLE :: ONTARIO



A
TIME SAVER
AND
SYSTEM
PROMOTER

Every Up-to-date
Hardware Store
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.

Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

**THE AMERICAN BOLT AND
SCREW CASE CO., Dayton, Ohio**



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

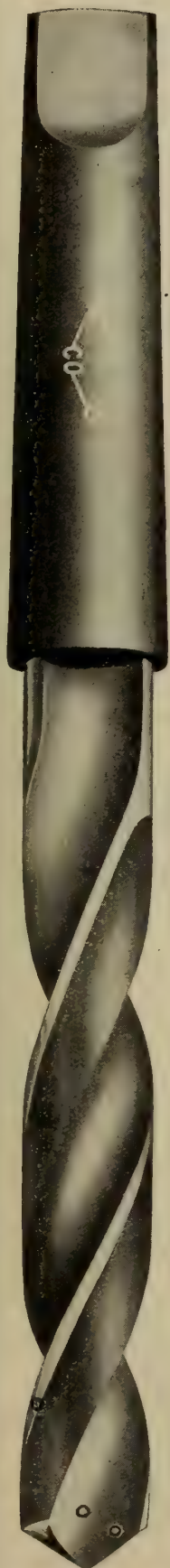
MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove. Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND
PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. LIMITED

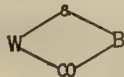
The Drill With The Backbone



The strength of a drill is in the steel. If the steel loses its strength during the process of manufacture, the drill suffers.

"Hercules" Drills are twisted while hot from HIGH PERCENTAGE VANADIUM HIGH SPEED STEEL. This process leaves the steel undisturbed and retains its original toughness.

Tools of Quality



Bear these Marks

With "Hercules" Drills you can be sure of getting all good drills can give in length and quality of service.

These drills hold out longest between grinds because they have the backing resulting from 58 years of manufacturing experience.

The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the center.

Your jobber will supply them or you can send order direct.

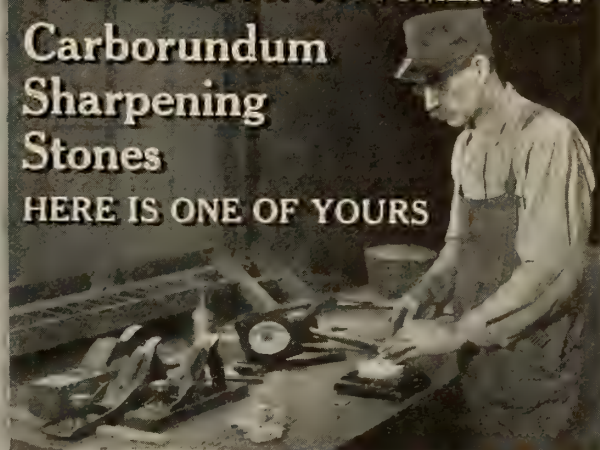
Catalog No. 82-B upon request

**The
Whitman & Barnes
Mfg. Co.**

Established 1854

Factory, St. Catharines, Ont.
Stocks carried at Winnipeg and Montreal.

YOU ARE OUR CUSTOMER FOR
**Carborundum
Sharpening
Stones**
HERE IS ONE OF YOURS



The Carpenter

If any man needs a good sharpening stone—a Carborundum Sharpening Stone—it is the Carpenter—he has chisels, plane-bits, draw-knives, and other edge tools that must always have a clean, keen smooth edge.

Just tell him that Carborundum stone differs from the ordinary—it doesn't rub the edge on the tools, it cuts and cuts clean—this gives a keen, even edge, an edge that will stand up—tell him that the Carborundum stone is durable, uniform, no soft spots or sand streaks—and impress upon him that he can get one stone after another and they will all be alike—same grade—same grit—same fast, clean-cutting qualities.



Then show him the
**Carborundum Round
Bench Stone No. 107**

—and a sale is made.

How is your stock?

Have you our new hardware catalog?

The Carborundum Company

Niagara Falls, N. Y.

New York
Philadelphia
Cleveland

Chicago
Pittsburgh
Milwaukee
London, Eng.

Boston
Cincinnati
Grand Rapids



==== **McClary's** =====



"Perfection"
self-basting roaster

in roasting meat saves one pound
in three,

retains the natural meaty juices,
requires no basting attention,
makes no greasy splutter in oven

***It gives meat and fowl THAT
delicious flavor.***

McClary
on goods is a
QUALITY
name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

"THE EMPIRE LINE"



EMPIRE OAK

Made in four Sizes—Double Doors. A very attractive, up-to-date Line of Oak Heaters, will
burn wood, coal and coke. Made with Duplex or Draw Grates. Prices satisfactory

Made by

Canadian Heating and Ventilating Company, Limited

OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER

“FAMOUS”

BASE BURNERS

No. 300 Series

In three sizes
Nos. 323, 324, 325

One size with oven
No. 324

Heavy — built to
wear.

Heavy steel
plated mountings

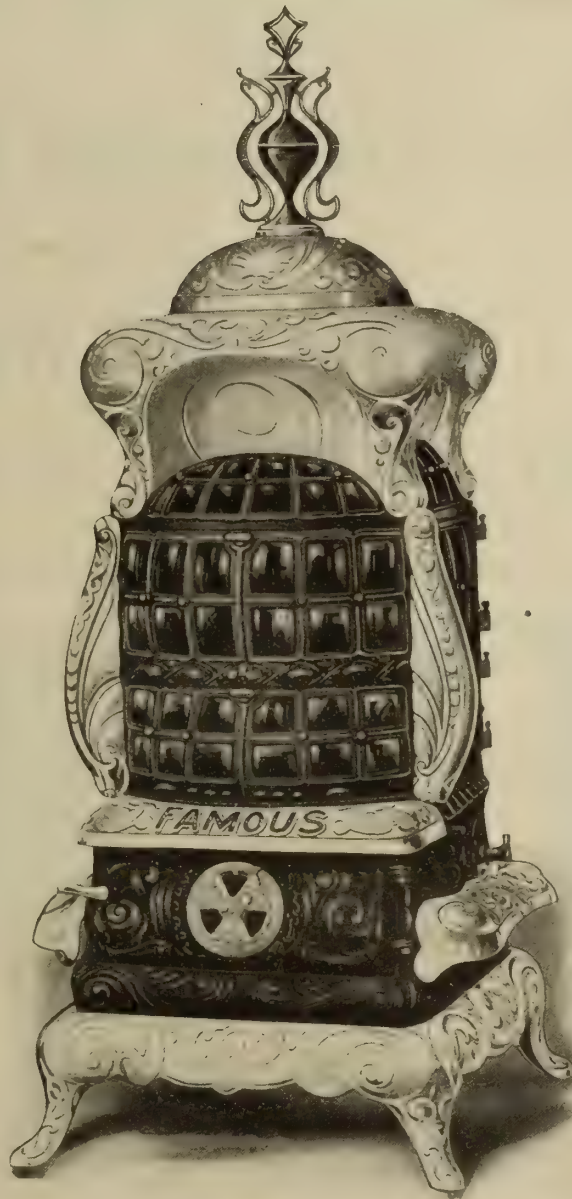
Our Duplex grate
and *semi-steel* fire
pot stand the hard-
est firing.

Note the large
radiating
surface

They are
practically
indestructible

Every one a positive
Double Heater
easy to control

Unusually large ash
pan and feeder are
convenient features.



McClary
on goods is a
QUALITY name.

McClary's

McClary's
Ship Quick.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

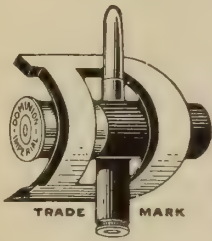
New Year Greetings

FROM

The Dominion Cartridge Co.,

TO THE

Many Happy Users of Dominion Ammunition



New Year's Wish

BOOST DOMINION DURING 1913

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

Anti-Dust sells without pushing and yields a good profit. Put in a stock to-day.

WRITE FOR FULL DETAILS AND PRICES!

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.
Ottawa, Toronto, Quebec, Winnipeg

A Year of Wonderful Trade Activity

Manufacturers Agree That 1912 Was Extremely Satisfactory from Every View-point—Prospects for the Future Are of the Brightest—It Is Generally Anticipated That High Prices Will Be Maintained—Hardware and Metal's Annual Review.

No doubt is entertained in any mind that the year 1912 was one of extreme commercial and industrial activity. Business was so markedly good that prosperity made itself felt in every section of the country and in every line. Neither does there seem much doubt that general confidence prevails on the score of the future. Manufacturers are enlarging their plants and preparing to increase their output in the expectation of augmented demand. Retailers are ordering briskly and with full confidence in their ability to market the goods.

These conclusions are drawn from correspondence with prominent manufacturers in all parts of the country. In accordance with usual custom, Hardware and Metal has made a wide canvass during the past few weeks with a view to securing accurate and authoritative opinions with reference to past and present conditions and future prospects in all branches of trade and industry. Opinions have been secured from many of the most prominent manufacturers.

The conclusions cited, therefore, can be accepted as summing up the feeling which prevails among those who are in closest touch with trade conditions and who, therefore, can speak with certitude.

Information was sought on various points and the most logical way to present the facts secured will be to take each point up in turn.

Big Increase Shown.

Has business during 1912 shown an increase?

OUR ANNUAL SUMMARY

Hardware and Metal has in past years presented a summary of trade conditions at the end of each year. The present article is the first of a series, dealing with trade problems and conditions which have arisen during 1912, and which will again be confronted during 1913.

The second article will appear in next week's issue.

This question can best be answered by quotations from correspondence received.

"The year just closing has shown the biggest percentage of increase we have ever had."—(A manufacturer of locks and builders' hardware.)

"Business in our lines has shown an increase in 1912 over that of the preceding year."—(A manufacturer of stoves.)

"Our business for the past year has shown a very large increase; much larger than has ever before been obtained in any one year. Our new plant was taxed to its utmost capacity to supply goods enough."—(A manufacturer of paint.)

"The glass dealers have enjoyed their proportionate increase of business which has come with the tremendous building extension during 1912. The collections in 1912 on the whole have been good."—(A manufacturer and importer of glass.)

"Business has been about the same as previous years. Our business would have increased had it not been for backward spring and the wet summer which we had. However, the sale of lines we are selling to the hardware trade increased 50 per cent."—(A manufacturer of furniture specialties.)

"Our business during 1912 has shown a large increase."—(A manufacturer of heavy hardware.)

"Our business during 1912 showed a very marked increase over any previous year in our history."—(A paint manufacturer.)

"We are pleased to state that our business has shown a very satisfactory increase."—(A manufacturer of electrical goods.)

Many other replies were received which told in every case the same story. No reply gave anything but an optimistic report of conditions.

A Bright Future.

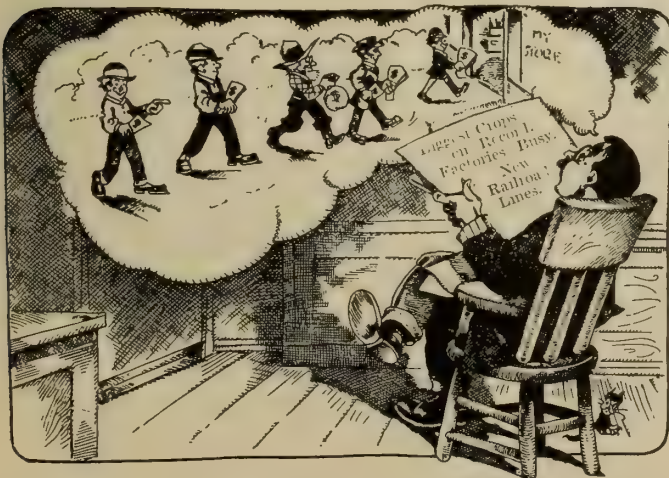
Will present prosperity be maintained?

Replies received on this question were characterized by extreme optimism. Not a single hint of retrenchment was voiced. Some replies were as follows:

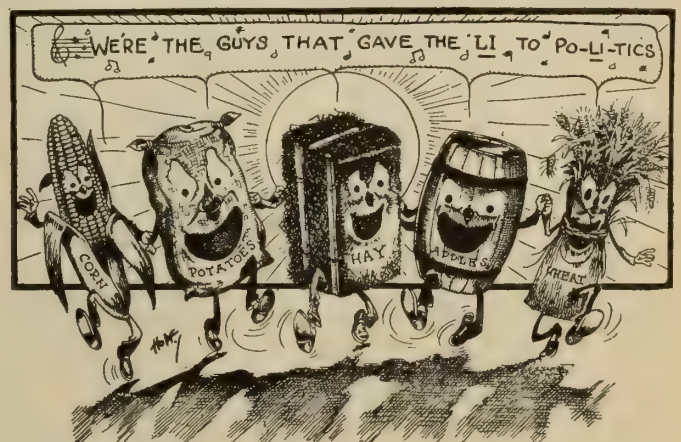
"We cannot see why there should be any change in business prosperity."

"Present prosperity will be maintained on account of the enormous development of the country, which will continue."

"We believe that the present prospects will be maintained, particularly if the excellent conditions are maintained in Great Britain and in Europe."



Is it any wonder that the retail merchant dreams of prosperity?



An American cartoonist idea of the reason why politics failed to effect business in the United States this Fall.

"We believe that the present prosperity will be maintained by the orders which we are booking for 1913. We believe that 1913 will be a bumper year in the hardware trade."

"In the trade also at the present time, there is every indication that the building activity will be increased during the coming year."

"We look for a further increase in business during 1913."

"From present indications, it would look to us that the year 1913 will be even better, as the demand for goods is much greater than at this time last year and we expect the spring of 1913 will open up better."

Conditions Anticipated.

What conditions do you anticipate during 1913?

A number of interesting replies were received on this point.

From a glass firm—"There were abnormal conditions in 1912 which tended to force the price upward. The two principal reasons were the coal strike in Europe, which was followed by the dock laborers' strike in England. As practically the entire source of supply is from Europe, Canada for several months was cut off from this source. During the winter months, there is very little importation into Canada so that the jobbers' stocks will be light until the opening of Montreal navigation next spring. At the present time, the European manufacturers are exceedingly busy and it is difficult to get deliveries under from three to four months. With the trade conditions continuing in Europe as good as they are at the present time, there will be no surplus stock to be forced into the Canadian market as there has been in years past."

What will be the trend in prices during the coming year?

Some of the replies received on this point are as follows:

From a paint manufacturer—"It is our firm belief that prices will be maintained; in fact, as soon as peace is again established in Europe, we expect an upward tendency in many of our raw materials."

From a builders' hardware firm—"In regard to prices, our costs are based on price of pig iron, copper and steel and other materials to a lesser extent. Our prices have not advanced anywhere near in proportion to advances in other lines. We think there will be a slight upward trend in our prices."

From another paint firm—"we do not look for any change in prices now ruling. Some raw materials are lower but others are higher and, so far as ready mixed paint is concerned, the cost to-day and a year ago is practically the same."

From a stove manufacturer—"Prices will be somewhat higher, owing to the increased cost of materials and wages."

From a steel company—"The trend of prices for iron commodities, if anything, during the coming year, will be higher, in view of the increased cost of ores and coke."

From a woodenware manufacturing firm—"As to prices, we are keeping them the same but we really should advance them owing to the fact that all raw materials which we are buying and lumber as well, have advanced."

From a glass firm—"The ruinous prices which have prevailed for the last three years have been withdrawn and for the last three months the jobbers have enjoyed a reasonable profit. It is not anticipated, however, that there will be much advance in 1913, notwithstanding the increased demand."

A manufacturer of woodenware writes—"In regard to prices, would state prices have advanced all along the line on raw material to the manufacturer. It is possible by keeping the manufacturing plant up-to-date with new labor saving machinery to keep the labor cost about where it was years ago but yet paying more wages to those who are operating these machines. But it is impossible to keep the cost of the finished material down when the cost of the raw material is increasing so rapidly as it has been during the past three or four years. We do not anticipate that our lumber costs can be any less than they are at the present time and it is probable that they will be increased. This will have a tendency to increase prices, if any change is made at all, during the coming year as far as we are concerned."

Among the manufacturers heard from in connection with these points were:—E. T. Wright & Co., Metallic Roofing Co. of Canada, Canadian Fairbanks-Morse Co., Stratford Manufacturing Co., Wm. Cane & Sons Co., Consolidated Plate Glass Co., Steel Co. of Canada, McClary Manufacturing Co., Peterborough Lock Manufacturing Co., Brandram-Henderson Limited, Canada Paint Co., Barton-Netting Co., Sherwin-Williams Co. of Canada, Brantford Roofing Co., Canada Steel Goods Co. and many others.

Other questions, on which information has been secured from manufacturers, will be dealt with in next issue.

The National Saw and Forge Co., Ltd., have been incorporated with a capital of five hundred thousand dollars for the purpose of manufacturing and dealing in saws, planer knives, emery wheels,

firearms, drop forgings, motors, tools, implements, etc. The chief place of business will be Ottawa, Ont.

DEMAND STILL HEAVY.

Cleveland, Ohio, Dec. 26.—The Iron Trade Review to-day says:—

Owing to extremely heavy pressure on the mills for delivery of all kinds of finished products, holiday shut downs throughout the country will be very short and in nearly all cases will be confined to two days, Christmas and New Year's. Pressure for deliveries continues very strong and prices are firm. Buyers in the market for prompt delivery do not hesitate at all to pay premiums. Pig iron buying at the present is not very active, as nearly all consumers are covered for the first half of next year, and, with the exception of some sales in the east and in the Buffalo district, there have been very few transactions in pig iron for delivery after July 1. In finished materials, some companies have sold large tonnages for delivery during the last half of the new year. One company which opened its books a few days ago for last half delivery quickly took all the tonnage that it had to sell and retired from the market.

PRODUCTION OF COPPER.

Although the November statement of the Copper Producers' Association showed an increase in supplies on Dec. 1st of 9,419,095 pounds, the document was considered favorable because an increase of from 12,000,000 to 20,000,000 pounds had been expected in some quarters. The addition to supplies compares with 13,679,377 pounds in October, and 16,364,213 lbs in September.

Another favorable feature of the statement was the decrease of 10,710,013 lbs. in production, or the largest curtailment in outturn for any one month this year. Daily production during November was 4,489,000 pounds compared with 4,691,000 in October and 4,669,000 pounds in September.

Domestic deliveries were 14,734,939 pounds smaller than the previous month, but were nearly 6,000,000 pounds greater than in September.

Exports made a favorable showing, shipments abroad being 8,285,208 lbs. in excess of those in October.

The copper trade attributes the shrinkage in production during the month to the reduced operations of refineries rather than to curtailment of outturn by the mines.

Big Appropriation for Ads. Found Profitable

Firms Could Allow Three Per Cent. to Cover Cost of Newspaper Advertising and Find the Results Fully Justify the Expenditure—Copy is Made Peculiarly Effective by the Use of Cuts and Price Quotations.

The question of how much a merchant can afford to spend on newspaper advertising has been the cause of a great amount of thought by men engaged in the retail hardware business.

There is a great difference of opinion as to the amount of money that may be spent profitably in this manner and the expenditure of some retail firms for this class of advertising is very small. The conditions surrounding the merchant have a great deal to do with the amount of pull that is needed to get customers to his store and, as a general rule, he has to study his own way. A store that is well located in a busy section will usually draw a large amount of trade through the displays in the store windows, if the goods are well displayed. Some merchants believe in paying higher rent and getting a good location rather than a poorer location and spending money in newspaper advertising to draw the trade.

This may be illustrated by the methods of the 5, 10 and 15c stores, who will always pay a very high rent in order to secure a prominent location in the business district and spend no money in newspaper advertising although they pay for their advertising in extra rent and in selling their leaders below cost.

On the other hand there are large firms that have stores located in the best business districts and in addition they spend large sums yearly for newspaper advertising. The fact that a great many of the largest retail firms in Canada are spending enormous sums in newspaper advertising and are increasing their expenditure for this purpose every year is a sure proof that they must be getting direct returns and that it must be a paying proposition with them. Large sums are also expended by manufacturers in advertising their goods to the general public and, although this may help the retail hardware dealer to a certain extent, it is surprising how seldom these goods are asked for compared with demand the dealer receives from doing his own advertising in the local papers.

In addition to the difficulty usually experienced by the dealer in determining amount he can afford to devote for newspaper advertising, he must also consider the best method to apply the advertising in order to get good returns for his investment. If attention is paid to the ads of the large and successful retail and mail order houses it will be noticed that they use illustrations wherever pos-

sible and in addition they fully describe and price the goods that are offered to the public. This system of newspaper advertising has been adopted by a number of retail hardware merchants and has proven successful in assisting them in building up a large business.

A firm that have found this system very satisfactory is the Russill Hardware Co., of King St., E., Toronto. The system of using cuts was introduced by Mr. Russill, twelve years ago. Ads are used in three Toronto papers and the same heading is always utilized. The ads appear on Friday of each week and in addition to the illustrations, the description and the prices of goods are also given.

The general public have little knowledge regarding the many useful articles

contained in a hardware store which may be purchased at a reasonable cost. Through advertising of this nature the customer finds that he can procure a useful article in the Russill store at a stated price and the sale is often really made before the customer starts for the store. Mr. Russill states that the use of cuts has been a paying proposition for them and that in addition to the large returns they receive in the store they also receive a large number of phone and mail orders. It is also a common occurrence for children to come to the store with clippings from the Russill ad., having been sent by their parents for some of the goods advertised.

It is the opinion of Mr. Russill that a firm doing from 100,000 to 200,000 dollars business per year can afford to spend 3 per cent. on newspaper advertising. The Russill Co. have increased their expenditure every year since starting this system and have found that they have received returns in proportion to the amount expended.

Use Their Own Brands.

The Russill Co. are firm believers in having goods put up under their own name and have their own brands of white lead, paint, varnish stain, roofing, etc. This also assists them in getting returns from their advertising and a customer wanting roofing of their brand would have to send to the Russill store to secure same. Small electros for this class of newspaper advertising may be purchased at a very reasonable cost.

The mail order houses use small electros and reap thousands of dollars in return and there appears to be no reason why a large number of hardware dealers could not get returns in the same manner.

STORE DAMAGED BY FIRE.

St. Mary's, Ont.—Carter's hardware and feed store was damaged to a large extent by a fire in the opera house which is above the hardware store.

TO BOOST EXHIBITION.

Woodstock, Ont. — Cards have been sent out from the office of the secretary of the Canadian Hardware Manufacturers' Association to the manufacturers asking them to request their travelers to talk exhibition to their customers with a view to having a large attendance.

Saturday Savings

STORE OPEN TILL 6 P.M. SATURDAY

[illegible]

THE RUSSILL HARDWARE Co. 125 EAST KING STREET.
A typical advertisement of the
Russill Co.

The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Hardware and Metal

JAMES G. LORRIMAN - - - - - Manager
T. B. COSTAIN - - - - - Editor
GEO. D. DAVIS - - - - - Associate Editor

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255
Toronto - 143-149 University Avenue. Phone Main 7324
Winnipeg C. Rutledge, 34 Royal Bank Building. Phone Garry 2313
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

A PROSPEROUS YEAR AHEAD.

IN this issue, Hardware and Metal presents its annual review of trade conditions in Canada. To insure a comprehensive and authoritative summary, correspondence has been carried on with manufacturers in all parts of the country, with reference to conditions during the past year and prospects for the future.

The information secured was most conclusive. Not only was business phenomenally good during 1912, but everything at present points to the continuation of prosperity in equal measure during the coming year. On these points, all manufacturers seem to agree. They speak unreservedly, out of the fullness of a complete confidence in the soundness of conditions in Canada. Not a single reply has been received which bespeaks the slightest degree of disappointment or uncertainty.

Hardware and Metal has no hesitation, therefore, in predicting that the year ahead will be fully as prosperous as the year that is now drawing to a close.

Various other points of particular interest to hardwaremen are treated in this review. The prediction that high prices will continue in many lines is made after consideration of the statements made by manufacturers.



RING OUT THE OLD—RING IN THE NEW.

THE hardware dealer is about to start on a New Year. No doubt he is brimful of good resolutions and enthusiasm regarding his business for the coming year. It may be that, despite his efforts during the past year, he can look back and see where conditions might have been better, had different arrangements been made. Possibly some system introduced during the year has proven unsatisfactory; or there may have been a certain amount of friction between members of his staff.

System and harmony are both necessary in establishing a successful business. The beginning of the New Year is an opportune time for the merchant to introduce new systems in his store. If there is friction, there must be a cause and this should be remedied. Team work is necessary in the store and, where employer and employees are working in harmony, good results are sure to be obtained. The good feeling in the store will be noticed by the cus-

tomers and appreciated by them. Ring out the errors of the past year and start the New Year with the best of goodfellowship prevailing among the staff.



WHY STOVES COST MORE.

THE recent advance in the price of stoves and furnaces has aroused considerable speculation on the subject.

It is not only in Canada that prices are going up. Representatives of forty-five American stove manufacturing concerns, who are interested in the western stove market, held a meeting at the Auditorium Hotel, Chicago, Tuesday, December 17. It was called by Secretary E. C. Hanrahan, to consider the conditions in the stove trade, caused by the advances that have been made in prices of material and labor. It appears that the prices of stoves in the South and in the Western states have been advanced recently. In some sections, and particularly in New York, prices were advanced last October. The meeting at Chicago partook of the nature of a conference, and while no concerted action was taken, it was the consensus of opinion that inasmuch as the prices on all kinds of iron and steel products have been advanced, and the cost of the manufacture of stoves has been increased, prices on all kinds of stoves and ranges should be advanced at least 5 per cent.

Undoubtedly the cost of manufacturing stoves has been shoved so high that the permanency of the advanced price is seriously threatened. People must be educated to expect higher prices for stoves and furnaces.



PRACTICAL EDUCATION.

ENORMOUS sums are spent nowadays on education. Are the returns commensurate with the money expended? This point has been raised by Royal Meeker, an American writer and he proceeds to argue strongly that the best use is not made of the money spent on education. His criticism is that the schools do not educate pupils along the lines which will be of most assistance to a majority of them in after life.

The criticism has a certain measure of truth behind it. Boys leave school on an average at about the age of 13 and engage in callings which demand mechanical or commercial knowledge. Despite the rapid development of the manual training idea during recent years, the amount of useful information imparted to boys in the public schools, which they will be able to apply directly on going to work, is not proportionate to the expense involved.

This is a big problem for the merchant and the manufacturer. One of the greatest difficulties that they labor under is to secure competent help. The manufacturers have realized this and have been agitating, not too vigorously it must be confessed, for a wider development of technical training in the schools. The merchants should join in and help the movement along.



MISLEADING TRADE MARKS.

THE manufacturers of Sheffield have been waging active war on the Continental firms who have made a practice of misappropriating brands and trade marks. For many years, the Sheffield firms have suffered by reason of the use made by foreign competitors of misleading brands, and particularly by their practice of stamping the word "Sheffield" on foreign products. The word has been used

to create the impression that the goods thus stamped were of English make. This is strongly objected to, not so much because it has enabled the firms, guilty of the practice, to secure orders, but because the goods thus stamped are frequently of inferior quality. The natural result has been a blow at the prestige of British-made goods and the reputation of Sheffield lines has suffered. So strongly did the Sheffield manufacturers feel the injustice of it, that a decision was reached to fight the pirates and a fund of £11,000 was raised. The campaign has been vigorously waged and already good results are being seen.

Developments will be watched closely by manufacturers all over the world because the question of brand and trade mark piracy is one of immediate and pressing interest. The Sheffield advisory committee are carrying the fight still farther afield and are taking steps to prosecute firms which circulate misleading literature. Thus, a German firm who turned out two-bladed penknives at a remarkably low price, which were described on cards as "Ye Olde English Knife," have been restrained from thus describing their ware in future.

There can be no doubt that the fight of the Sheffield men to prevent infringement by direct misappropriation or by mere implication will have a salutary effect.



POINTED EDITORIALS.

Still, there is one excuse for the pessimist. Some men cannot feed a large family on turkey at 30 cents a pound and continue to feel cheerful.

* * *

Here's the best New Year's resolution of all: To make no new resolutions that I do not intend to keep every day for the next year and every hour of every day.

* * *

There are a lot of people who think more of a cheerful manner than they do of a five per cent. discount. Cordiality is the cheapest thing you can dispense in your store.

* * *

The weather man seems to have been determined to prove during 1912 that Canada is in the temperate zone. Weather reports for the past two months would make good reading for Rudyard Kipling.

* * *

The manufacturers' opinions quoted in this issue, prove the assertion that 1912 was a monumental year from the standpoint of business. There is no reason to believe that 1913 will not be equally brisk and satisfactory.

* * *

An ounce of prevention is worth a pound of cure when it comes down to the fire question. If the ounce of prevention were applied, the pound of cure would become almost unnecessary. When will taxpayers begin to realize this fact?

* * *

The time has now come to bring out the old resolutions, which we bring from retirement every New Year's and use for a short space, only to discard again. Even if their use is short-lived, we benefit from them. They keep us stirred up.

* * *

Like the poor, the pessimist is always with us. He can be heard nowadays grumbling about the tightness of money, and shaking his head gloomily on the prospects for the coming year. But this undertone of dissatisfaction is drowned in the general chorus of optimism and cheery confidence is heard on all sides.

The Ounce of Prevention

THE article presented in this issue, with reference to the fire losses in the United States and Canada, contains some facts which are distinctly alarming. It has always been realized to a more or less extent that precautionary measures against fire in this country have been inadequate and that the losses have, as a result, been too large; but until the National Fire Protection Association began its campaign, there had been no real conception of the dangers of the situation.

Individual carelessness is back of it all. Americans and Canadians do not fear fire. A big conflagration impresses people only as an interesting item of news; the bigger the loss, the bigger the interest taken. Whereas, in the old countries, a serious investigation follows a big fire, on this continent the interest dies out when the newspapers cease to talk about the case.

The same carelessness is reflected in every phase of business and home life. Comparatively speaking, few factories are properly fire-proofed. The stairways, the elevator shafts, the belt openings in the floors, are seldom covered, so that if fire breaks out on one floor, it soon finds its way to all parts of the building. In the construction of public buildings, protection against fire is one of the very last considerations. Architectural appearance and seating capacity are carefully considered to get the maximum of results, but the attention paid to the fire-proofing properties is scant indeed.

Carelessness is most noticeable around the home, however. People literally play with fire. They throw matches around carelessly, they tinker with the electric wiring or, perhaps, do some wiring on their own account; they start bonfires; and in many other ways provide the means for serious fires. The indifference of the average householder is so complete that he does not ascertain if everything that should be done to safeguard his property has been done. He accepts defective work without demur or even thought.

Nor is the retail merchant blameless in this respect. Of how many stores can it be said that there is absolutely no danger of fire? The number is few indeed. Hardwaremen are probably the least to blame in this respect, but even in hardware stores the question of fire prevention should be carefully considered. Ceilings and walls should be fireproofed to prevent the spread of fire if it should break out in any one department. Windows should be protected by the latest device. The window is the vulnerable point of the modern building. Flames which would beat themselves impotently against concrete or brick walls find their way through the windows and ignite the interior.

Every merchant should go over his store from top to bottom and consider every way in which the place could be better protected. The great fault has been that the attitude of the public authorities and individuals as well has always been:—How can we provide the best means of fire extinction? The real question to be considered is: How can we provide the best means of fire prevention? An ounce of prevention is worth a pound of cure.

Checking Fire Losses in America

The Loss in the United States and Canada is Much Larger Than in European Countries, Owing to Legislative Laxness and Individual Carelessness—Some Appalling Figures—Methods of Prevention Outlined—Buildings Must be Properly Fireproofed and Windows Protected. . .

Why is it that the fire loss in European countries is about 30 cents per head, while in the United States it is \$3, and in Canada \$3.07?

Why is it that Berlin's fire loss is about \$200,000 a year compared to Chicago's \$5,000,000, while Berlin only pays \$300,000 for fire protection and Chicago pays \$2,000,000?

Why does New York pay \$5,000,000 for fire extinction and \$18,000 for fire prevention, when the figures perhaps might be reversed?

These figures are approximately correct and the questions asked become of extreme importance, indicating as they do that there is something radically wrong with conditions in this country and the United States.

What that something is was shown by Franklin H. Wentworth, secretary of the National Fire Protection Association in the course of an address before the Manufacturers' Association at Toronto. Briefly, the excessive loss from fire in America is due to the carelessness and indifference of the people and the faulty methods of prevention arising out of this public apathy. A brief resume of some of the striking points that Mr. Wentworth made will be interesting.

The first inkling of the enormity of America's offence in the matter of fire prevention filtered into men's minds about the time that a number of men got together in Boston to carry on a campaign for the standardization of sprinkling apparatus. Prosecuting their work, they ran into a most amazing labyrinth of difficulties arising out of the fact that there were no standards in the United States for anything. Wires could be put up anywhere or in any fashion. There were no rules governing the proper wiring of buildings, no regulations covering material to be used. Every building was more or less of a fire trap. Appalled at what they had found the members of the association saw that a wide field of activity lay before them—educating the American people to a sense of their danger and unpreparedness.

Mr. Wentworth told in a somewhat humorous vein of the difficulties they experienced. The people were indifferent almost to the point of being callous. Newspapers consigned the matter sent them very promptly to the waste paper basket. Finally, some newspapers have

taken up the question and much good has resulted from the publicity given. Sensible ordinances are now being passed in a number of municipalities and it begins to look as though the immense yearly ravages of the fire fiend would be checked and, perhaps, in time stemmed.

A few facts quoted from Mr. Wentworth's lengthy and graphic address will serve to set forth the situation exactly as it stands to-day. The fire loss in the United States yearly has averaged \$25,000,000 for the last twelve years. Brought down to fractions of time, every minute for the last twelve years has seen the destruction of property valued at \$500. This has been due primarily to the fact that growth has been very rapid and natural resources have been seemingly inexhaustible. In the United States and in Canada, the need of conservation has not been felt and it is only within the last few years that any suggestion of the need

has been heard. It is not hard to find whole tracts of land from which the timber has been stripped, left unused without any attempt being made at reforestation.

A still greater reason has been the almost inexplicable degree to which the carelessness of private individuals has been carried. In Germany, there is one place in the household where matches are kept, and one has to go to that place to get a match. In the American or Canadian household, matches are everywhere—on the kitchen table, on mantles, on dressers, in every old coat or vest in the place. If a man cannot put his hand out anywhere in the dark and find a match, he becomes indignant and disgusted. The result is that rats gnaw them, children play with them and fires are breaking out all the time which can be traced directly to the careless handling of matches.

But this is only one evidence of the

What It Means to the Hardwareman

THE startling figures presented in the accompanying article demonstrate that the fire loss in the United States and Canada has become a menace of such proportions that steps must be taken at once to check it. Legislation governing the construction and protection of building is sadly needed. Ordinances and materials should be standardized. Most of all, buildings should be constructed with a view to providing the utmost protection against fire.

The situation, therefore, has a distinct interest for hardware dealers. To be properly protected, a building must have a fireproofed roof and windows equipped with metal casings, standard metal shutters, metal screens and mesh for the glass. If the country as a whole awakens up to the danger—and there are unmistakable signs of a pretty general awakening—the demand for materials of this kind will be extremely large. That the day is not far off when all buildings will be properly equipped is no rash prediction. Therefore, the future holds out the promise of a marvellous demand in certain commodities, the retail handling of which is in the hands of the hardwareman.

Metal and prepared roofing are lines which are handled largely by the trade to-day. The demand for immunity from fire will mean that these roofings will be used more and more as time goes on. Hardwaremen should make good use of the argument of fire protection in pushing the sale of these lines.

Securing protection for windows will bring metal casings, shutters and wire mesh into greater demand. Here again is the trade directly interested, for the hardware store will be the logical headquarters for the handling of these lines.

Better equipment for buildings is a subject which will be very much to the fore from now and it will pay hardwaremen to keep closely in touch with all developments and to thus be prepared to keep advantage of trade openings.

average person's carelessness in the matter of fire. Men dump hot coals against board fences, they start bonfires near their neighbors' houses, sometimes—less frequently though—near their own. They send up toy ballons which drip sparks of fire. They seize upon festive occasions as an excuse for introducing all manner of inflammable material into stores and houses. They smoke everywhere—and throw lighted matches around promiscuously and daringly.

Fire has become so common in America that it attracts no attention. In European countries, if a conflagration occurs which creates a loss running up into the hundreds of thousands, there is at once a demand to know how it came about that such a fire could occur, what were the reasons, how the possibility of similar fires should be dealt with, and so on. In America, hundred thousand dollar fires are so common that, if a man picks up a paper which does not contain word of at least two or three, he thinks the day's news dull and uninteresting. Public interest or indignation can be aroused nowadays only by a disastrous holocaust.

All Must Bear the Loss.

The most significant part of it is that the loss is borne by everyone. The tax is indirect but it is there. Manufacturers have to put a margin on the price of their goods to cover the possibility of loss by fire. When a person buys a piece of cotton, the price paid covers fire tribute to the extent of a certain percentage. When Baltimore and San Francisco were wiped out, the loss was not borne by the people of those two cities. Boston and Toronto are still paying for Baltimore and San Francisco; in the future Baltimore and San Francisco may pay for Boston and Toronto.

Statistics prove that the tribute paid per capita each year for fire losses is \$3. If a collector came around on a blue Monday and demanded from the head of a family of five the sum of \$15 to pay the family's share of the fire loss pater familias would be forcibly initiated into a belief of the seriousness of the matter. Nevertheless, every man is paying it just the same, year in and year out.

The Danger of High Buildings.

Big cities are increasing the danger by the building of skyscrapers. New York is no longer a city—it is a disease. Towering buildings, reaching forty and fifty storeys into the sky, are increasing the fire risk materially. What could be done if fire broke out on the fiftieth storey of one of these skyscrapers? As a fire captain once put it, nothing could be done because firemen were not trained "to fight fire in heaven." This tendency toward high buildings is one of

the most dangerous elements in the situation.

And the remedy? There is but one remedy and it is gradually being recognized and applied—Prevention.

The most important phase of measures of prevention is to have buildings properly equipped against fire. A properly fire-proofed building will serve as a buckler, holding back the advance of even the most vigorous conflagrations and shielding other buildings from the flames.

New York—or any other city—could be made fireproof if the windows in all

the buildings were protected. Flames cannot take hold on walls of metal, brick or concrete but they lap through the windows and catch on the woodwork within. A properly constructed building should have metal casings for the windows, standard shutters, metal screens and wire mesh for the windows. Roofs should be fire-proofed. Only by such means is it possible to secure a reasonable degree of immunity from fire. New York has become so thoroughly aroused to her danger that metal shutters are being installed at the rate of 1,000 a week.

An Explanation of the Coming Exhibition

It Will be Conducted by Manufacturers and All Retail Hardwaremen are Cordially Invited to Attend, Writes Secretary F. M. Tobin—Some of the Objects of the Exhibition.

F. M. Tobin, secretary-treasurer of the Canadian Hardware Manufacturers Exhibitors' Association, writes to Hardware and Metal as follows:—

In what way is the Hardware Exhibition to be held in Hamilton in February different from former exhibitions that were conducted by the Ontario Retail Hardware Association in connection with their conventions? This question has been asked frequently during the past two months by the hardware trade. The coming exhibition at Hamilton is made by the Canadian Hardware Manufacturers' Exhibitors' Association, is conducted, managed and handled by them. The exhibition with all its attendant features is open to any hardware dealer, and to all a most hearty invitation is tendered by the Exhibitors' Association.

This exhibition of hardware, and lines that are kindred to the hardware trade, will easily be the largest of its kind ever held in Canada and no effort will be spared to make it instructive to the dealer and to the public who attend.

The Ontario Retail Hardware Association will hold their annual convention during the same period at Hamilton and will be the guests of the Canadian Hardware Manufacturers Exhibitors' Association at several features of entertainment that will be provided for them as well as for any hardware merchants attending the exhibition.

The exhibition will be managed by a committee of exhibiting manufacturers, and a similar committee has been appointed for the purpose of entertainment. It can safely be promised that these committees will know their business and that their duties will be performed in a manner that will reflect credit upon the hardware trade. A full programme will be arranged providing for business during the day and amusement during the evenings so that the

hardware man who attends this exhibition will have a recollection of a week profitably, enjoyably and in all well spent; where he has had an opportunity to learn the latest goods the manufacturer has plans for during the coming year; where he can secure the most favorable information regarding the goods he makes his business with; where he will learn of the successful methods followed by hardware men from all over the country as well as where their experience has proved unprofitable; where he can have an opportunity of advancing any particular plan of his own that looks promising or of benefit to him in his business—where, above all, he will meet the people whose business is most closely his business, and whose interests are his interests; where he can meet the principals of the concerns he does business with and some he does business without.

Many of the features of exhibitions and conventions must always be alike but there can easily be some that are different. There is one common ground of interest that must appeal to any business man. Any plan that will increase the general interest of the public in the goods he buys, sells or makes, must improve his opportunities. The attendance of the hardware man at the exhibition will materially add to the success of these undertakings and result in general good for the trades interest.



Gave Talk on Lanterns.

At the annual meeting of the branch managers which McClary Mfg. Company held in London last week, one of the speakers was James W. Moncur, general sales manager of the Ontario Lantern & Lamp Co., Limited, Hamilton. Mr. Moncur gave a very interesting talk on lanterns.



A view of the interior of the store of A. E. Alexander & Son, Campbellton, N.B.—A well Appointed store.

Hardware Store Planned on Modern Lines

A. E. Alexander & Son, Campbellton, N.B., Have a Commodious and Well-Arranged Store, With Latest Fixtures—Were Burned Out in Big Fire of 1910 — Are Firm Believers in Advertising—Carry a Large Stock.

Big advances have been made of late years in the arrangement and fitting of hardware stores. The up-to-date hardware store shows a wonderful improvement over the typical establishment of years ago, with its wooden counters, shelves and racks. To-day the interior of the store shows the glitter of glass showcases, ceilings covered with metal and free from the encumbrance of suspended stock, symmetrical wall fixtures and shelf arrangements; in fact, the interior is quite as attractive as that of any other variety of store.

One of the neatest of modern stores is that of A. E. Alexander and Son, Campbellton, N.B. The accompanying illustrations will give an idea of the attractiveness of the interior and the thoroughly up-to-date nature of the fixtures installed.

At the front of the store, glass silent salesmen are shown. At the rear are counters which are used for cash registers and for wrapping purposes.

The wall fixtures are of the latest design. At the front are glass cases for bathroom fixtures and tools. In the

small cases above, a sample tool is shown and the rest of the stock is kept behind the sample board. This same arrangement is maintained to the rear of the store.

Above the tools and shelf hardware, is found the enamelware stock which is shown on open shelving. Store ladders are used. The fixtures were supplied by the Walker Bin and Store Fixture Co.

A commendable feature is the metal ceiling, which is unusually high. No stock is suspended from the ceiling and thus the lighting of the store is not hampered in any way.

The late A. E. Alexander started a general store and milling business thirty years ago in Campbellton. This he continued until 1906 when he disposed of the mill business and devoted the store to hardware exclusively, the firm name being changed to A. E. Alexander & Son. In 1909 the death occurred of the founder of the business, but his son, Chas. A. Alexander, has continued the store under the old firm name.

In 1910 the whole town of Campbell-

ton was wiped out by a disastrous fire. The store was completely destroyed together with all other business places. The citizens showed rare courage and determination, however, proceeding about the rebuilding of the town at once. Mr. Alexander put up a temporary building in which he started business again. Almost at once, however, he began the construction of his new store. It was completed in March of the present year. Mr. Alexander can now claim to have one of the most complete stores in that part of the country.

Are Good Advertisers.

The store is operated and managed on aggressive lines. A complete stock is carried of shelf and heavy hardware, china, cut glass, silverware, electrical goods, paint, etc. No attempt is made at specialization.

Mr. Alexander is a believer in advertising and space is used to good effect in the local newspapers.

Good use also is made of the store windows. Displays are changed often and it has been found that direct results are secured in that way. Close atten-

tion has been paid to window trimming since the removal to the present store, where display facilities are good.

The cut of the exterior, presented herewith, shows an automobile display. The machine was made up as follows: Four grindstones were used for wheels, and the frame was made of two sets of curtain stretchers. Striking hammer handles were utilized for axles while a galvanized ash can served as the engine hood. A sand sieve was used for the radiator. Two parabola electric shades,

lighted with electric lamps, made effective headlights. Other articles entering into the composition of the machine were: bread board, for dash; two oil stove ovens and a high shelf for body; phonograph horn; wire wound hose for tubing; a mop handle fitted with a coil of galvanized clothes line for the steering gear. An alarm clock was used as a speedometer and a chopper was attached to the front for a crank. Auto tools and accessories were scattered about.

big assortment of goods and to feature the lines strongly.

Contests Were Held.

As a further stimulant to the sale of toys, a doll contest was inaugurated. A large doll was placed on display and with every sale of a doll made, a ticket was given. The person collecting the most tickets got the doll.

The same idea was followed out with regard to hockey skates, sticks and boots. With every sale in these lines, tickets were given and the boy collecting the largest number was given a gold-filled watch.

These contests certainly served to create interest. There was a big scramble for tickets and in the departments concerned, the sales were exceptionally heavy. Increase in sales in these departments more than made up for the cost of the articles given away.

Had Band in Store.

But Thornton Bros. trump card undoubtedly was securing the services of the Gallona band. The band, seven instruments strong, discoursed music at the rear of the store at all hours of the day. Music has charms to draw shoppers and the presence of the band had much to do with the fact that the store was crowded from front to back at all hours of the day.

Doubled Their Sales.

As a result of the enterprise they displayed on this occasion, Thornton Bros. broke all records in point of sales. In fact, the business done during the day was just 21 cents more than double the sales made on Christmas Fair day last year—a very creditable showing indeed.

Doubled Their Sales by Special Efforts

Thornton Bros., of Bradford, Ont., Conducted Brisk Campaign on Christmas Fair Day—Had Band in Store—Inaugurated Contests—Moved Christmas Lines to the Front.

One of the factors in retail success today is the ability to take advantage of special occasions. The hardwareman who keeps closely in touch with everything that is going on in his home town and takes advantage of every occasion to push the sale of suitable lines, is the one who finds on closing his books for the year that his balance on the right side is most substantial.

This is one of the planks in the merchandising policy of Thornton Bros., of Bradford, Ontario. On Friday of last week, the Bradford Christmas Fair was held—an event of great importance inasmuch as it brings large crowds into the town. Thornton Bros. made such good use of this opportunity that they more than doubled their sales of last year. How they managed this will make interesting reading.

The Fair was the largest ever held.

Liberal prizes had been offered by the town and by private subscription for the best displays of fowl, butter and eggs for the visitor who came the farthest, and so on. This helped to arouse a big interest and, when a good snowfall came along and made the roads excellent for sleighing, there was no bar to the success of the Fair. People came for many miles around and, what is more to the point, they came prepared to buy.

Had Put Toys Near Front.

Thornton Bros. had made adequate provisions to secure a big share of the business which promised. The stoves and graniteware stock had been temporarily placed at the rear and the space thus cleared near the front of the store was used for the display of toys, and other good selling Christmas lines. This arrangement made it possible to show a



An exterior view of the store of A. E. Alexander & Son, Campbellton, N.B., showing an original automobile display.

Complete Course of Sheet Metal Work

By L. W. KOSER

Divide this half circle or end profile off into equal spaces and as shown by a-b-c, etc., and carry lines at right angles to the line 1-7 from each of the points a-b-c, etc., to the line 1-7.

We now want to get the mitre line X-10-13, so we proceed as follows:—

Divide the quarter circle U-X, Fig. 2, off into three equal spaces and letter same as shown by c-e.

Project horizontal dotted line from C and E through and past the centre line V-X.

Now take the distance that e is from the centre line X-V and lay this off from O on the line O-C of Fig. 1 as shown by O-a.

Also lay off the distance from C to the line X-V as shown by O-b, Fig. 1.

Project vertical lines from a and b, Fig. 1, until they meet the horizontal lines drawn from e to c, Fig. 2.

A line traced through these intersections from X to 10 gives the mitre line for the prongs to join each other.

Divide the curved line C-P of Fig. 1 into three equal spaces as shown by d and h.

Erect vertical lines from d and h until they meet the line U-13. This gives the mitre line where the prongs join the large pipe.

Now draw full or solid lines from each

of the points on the mitre line to the points 1-2-3, etc., of Fig. 5.

Then draw dotted lines as shown.

Then draw the base line W-X, Fig. 6, and at X erect a perpendicular line X-Q on which from X lay off the distances that each of the points a-b-c-d, etc., of Fig. 5, are above the corresponding numbers 1-2-3-4, etc., of the line 1-7.

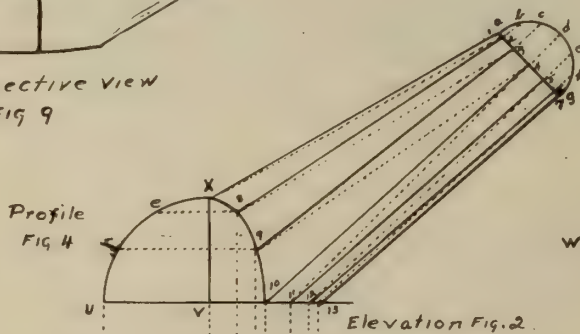
Now from X on the line X-W lay off spaces equal to each of the solid lines on the elevation. For instance set the dividers to the space X-1 of the elevation and transfer the space to the line X-W as shown by X-X.

Then the dividers must be set to the

34



Perspective view
Fig. 9



Profile
Fig. 4

Elevation Fig. 2

End Profile
Fig. 5

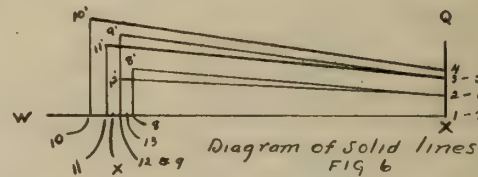


Diagram of solid lines
Fig. 6

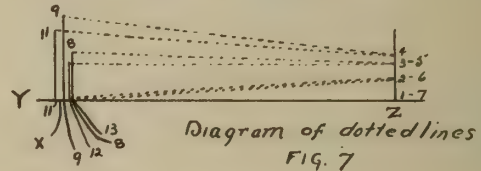
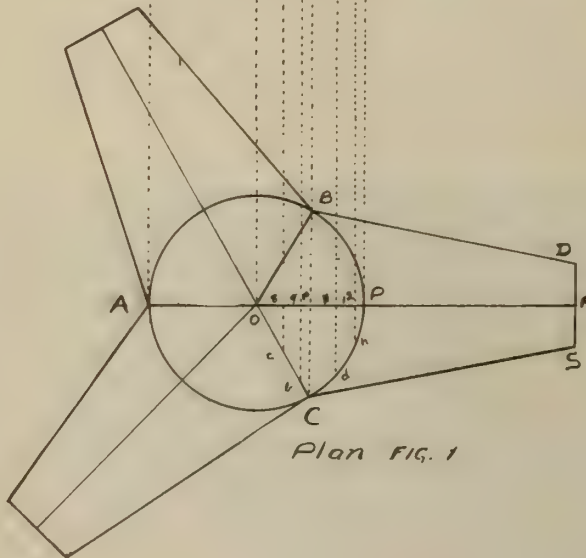
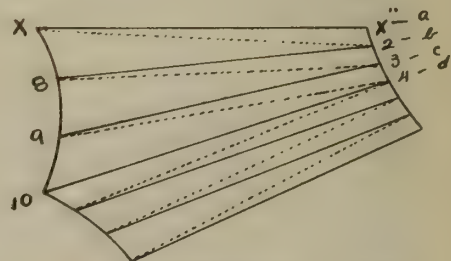


Diagram of dotted lines
Fig. 7



Plan Fig. 1



Pattern Fig. 8

PATTERN FOR A THREE-PRONGED TAPERING PIPE JOINT.



space 9-2 of the elevation and transfer to the line X-W as shown by X-S.

Transfer each of the other spaces until all the full or solid lines are transferred.

Now from each of these points erect a perpendicular line equal to the distance from the line O-P, Fig. 1, to the edge of the plan of profile as shown by the line O-a-b-c-d-h-P, Fig. 1.

For instance erect a perpendicular line from 10, Fig. 6, and make its height equal to 10-C, of Fig. 1, as shown by 10-10' and as the line 10 of the elevation runs to point at the end in a like manner, draw a full line from 10' Fig. 6 to point 4. This gives the true length of the line 1-4 of the elevation.

In a like manner find the true length of each of the other full lines.

Next develop the diagram of dotted lines in the same manner as the full lines.

The pattern is now developed the same as previous examples, the measurements for the small end being taken from a to g of the profile, Fig. 5, and for the large end from U to X, Fig. 4, for the mitre end to join the other prongs.

Then take measurements from C to P, Fig. 1, for the prong to join the large pipe.

Draw the line X-X of Fig. 8, representing the line X-1 of the elevation.

Set the compass to a-b of Fig. 5 and with X' as centre describe a small arc.

Then set the compass to the dotted line X-2, of Fig. 7, and with X as centre cut the arc drawn for X' locating the point 2 or b.

Then with the solid, line 2-8, of Fig. 6, and 2-Fig. 8, as centre swing an arc near X.

Then with U-C, Fig. 4, as radius and X Fig. 8, as centre cut the arc swung from 2 thus locating the point 8 of the pattern.

Continue this until the pattern is developed.

MR. APPLETON JOINS POST.

This week Mr. John Appleton, who for the last ten years has been financial editor of the Manitoba Free Press, and was admittedly the best-informed newspaper man on financial and commercial affairs in Western Canada, joins the editorial staff of The Financial Post.

The Post has always given much attention to the West, and Mr. Appleton's appointment is assurance that, to say the least, no change in that policy is in contemplation.

In connection with a presentation gathering in Winnipeg on December 11 the Free Press said:—

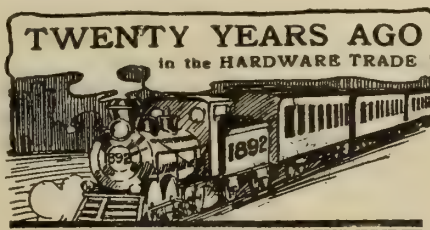
John Appleton, who will leave Winnipeg to-night to join the staff of The

Financial Post, Toronto, was yesterday presented with a gold watch by his associates on the Free Press. A short address was made by W. J. Healy and the presentation was made by W. F. Payne. Many members of the staff were present and cordial good wishes were expressed for the success of the departing financial editor in Toronto. The watch was suitably inscribed and the case bore the monogram of the recipient.

Mr. Appleton has been a resident of Winnipeg for the past twenty-two years and has been connected with the Free Press during the past ten years. For a considerable time he was in charge of the department dealing with municipal affairs, and at that time made an exhaustive study of the larger undertakings of Winnipeg, becoming one of the best-posted men in town on civic affairs. In more recent years he was the financial editor, and devoted his attention to the investments being made in Western Canada and the general development of the country in this department. He became well known in banking circles and was recognized as an authority with reference to the various financial corporations doing business in the prairie provinces. In private life he devoted himself to the furtherance of a number of city charities and was especially interested in the work of the Children's Aid Society of which he has been for a number of years the secretary.

Mr. Appleton is followed to the east by the good wishes of hundreds of friends in Winnipeg.

The Financial Post is published by the MacLean Publishing Co.



The following items were taken from the issue of Hardware and Metal of December 31, 1892:

"A line of hardware that may furnish something interesting between now and next spring is Canada plate. Some time ago, Hardware made some remarks upon the position of the article which were occasioned by the fact that Mont-

real importers could not fill orders on the other side for some lines that they required. Since then no material change has occurred and the stocks of the article in Montreal have not had any increase. Rather the reverse in fact. It is hard to get at the figures but one dealer approximates the stock in Montreal at less than 2,500 boxes."

Editor's note.—It is the common experience at the present time to find it very hard to secure prompt shipments on plates and sheets, particularly Canada plates. The consumption of tin plates has increased enormously of late years, owing to the tendency to put articles in tins and cans.

* * *

"James Pender & Co., St. John, N.B., contribute an interesting communication with reference to the holding power of cut as compared with wire nails."

* * *

"The annual meeting of the Commercial Travelers' Association was held in Toronto on Thursday. The following are the officers elected for the new year. President, Folin Burns; first vice-president, Robert H. Gray; second vice-president, James Haywood; board of directors, Joseph Gilgour, W. B. Dack, M. C. Ellis, John Everett, C. C. Kyle, T. P. Hayes, Geo. E. Hamilton, John A. Ross, John Orr. The total number of votes cast was 1,282.

* * *

"This is the age when people are doing business by advertisements."

Editor's note.—It was doubtless believed at that time that advertising had reached a high stage of development. What would business men of twenty years ago have thought had they been able to look forward to the present day? Immense national campaigns are now conducted on a scale that would hardly have been deemed possible twenty years ago. What will the next twenty years bring forth?



Forres, Sask.—Gilman and Bradley have opened a hardware and implement store.

* * *

A. W. Poole, of the Toronto branch of Brandram—Henderson, is attending the annual convention at Halifax this week.

Progressive Hardware Retailing

STORE CONFERENCES.

A number of retail hardware firms in Canada and the United States have adopted the plan of having what may be termed conventions in the hardware store. They are following on a small scale the methods of the large and successful manufacturing organizations who bring all their salesmen together at certain seasons of the year and talk over business matters with a view to increasing the efficiency of the sales staff.

It has proven very successful with a large number of firms and it creates a bond between employer and employees that might not otherwise exist. Some of the firms have their employees back in the evening once every two weeks, others do not have them back as often as this.

In many cases cigars are passed around to those who care to smoke and one dealer who has carried out this plan successfully claims that it did not affect the discipline in the store in the least and that better results were obtained through his salesmen as a result of these meetings.

This dealer has been in the habit of having specialty men talk to his clerks whenever possible and as the specialty man is usually possessed of good knowledge, it has proven interesting and beneficial to his employees.

Suggestions are often made by clerks at these meetings that would not otherwise be spoken of, and the men leave the meetings with a good feeling toward their employer. In this manner the dealer gets the co-operation of his salesmen and increased sales are the result.

Large firms spend large amounts of money to get their men together and find that they are well repaid for their expenditure. Retail men could work out this system at practically no cost whatever, and no doubt the results would prove very gratifying to the merchant.

OFFERING A CASH DISCOUNT.

The cash system is being introduced by a large number of hardware dealers and in many cases is working out satisfactorily. There are some lines in the hardware business on which the margin of profit is so small that a large cash discount cannot be allowed. In order to encourage the cash system the firm of Ritchie & Allen, Okotoks, Alta., are offering a special inducement to their customers to pay cash for their purchases.

Beginning Jan. 1 they will give a straight 6 per cent. discount for cash on all lines except wire, nails, iron and paint.

These lines will not allow a large cash discount. The cash system is one that should be encouraged by the hardware dealers. It is true that contractors and factories as a general rule will not pay cash but arrangements can be made for a 30-day settlement.

The dealer with a cash business is saved from considerable expense in carrying accounts and collecting them and it is a very satisfactory way to do business if it can be arranged.

ISSUE GREETING CARD.

Charlottetown, P.E.I. — The Rogers Hardware Co., have sent Christmas greetings to their customers in the form of an attractive Christmas card.

DUTCH WINDMILL IN WINDOW.

Digby, N.S.—The window of Dakin Brothers, has attracted a large amount of attention for some days. The window is dressed with cutlery, nickel plated ware, aluminum ware, and other household specialties. Holly and other decorations have been used with good effect. In the centre of the window is placed an old Dutch windmill, which was made by Fritz Dakin, and is decorated in gilt and white. The fans of the windmill are covered with cutlery and attract a great deal of attention when turning.

Cards are used in the windows and pains are taken to impress the public with the usefulness and quality of the goods on sale.

A special cash discount of 10 per cent. is offered with a few exceptions, off shelf hardware, tinware, and Xmas goods. Considerable space is being used in the newspapers and Dakin Bros. are well satisfied with the results of their Christmas campaign.

Hardware Letter Box

Coppered Rivets.

Federal Engineering & Supplies Ltd., Toronto.—“Kindly advise what firms manufacture Split Coppered Rivets in Canada.”

Steel Company of Canada, Ltd., Hamilton, Ont. Parmenter & Bulloch, Ltd., Gananoque, Ont.—Editor.

Mortising Machine Chisels.

D. Mistele, Rodney, Ont.—“Kindly advise me where I can procure chisels for Mortising Machine.”

Aikenhead Hardware Co., Toronto. Jas. Smart Mfg. Co., Brockville, Ont.—Editor.



A leak that is noticeable in a large number of hardware stores is the destruction of boxes and packing cases that are received with consignments of goods. A short time ago the writer was in a hardware store and noticed a clerk in the rear of the building breaking up two medium sized boxes for kindling wood.

These boxes cost money and are paid for directly or indirectly by the dealer. The boxes received in a hardware store are usually well made and if care is taken in unpacking, the boxes are practically as good as new after the goods are removed, and there is no reason why they cannot be used for other purposes.

A number of dealers have overcome this waste by selling the boxes as far as possible to farmers and others at a reasonable price. Another plan that is being worked successfully is to sell them to the local factories. There are very few towns, but what have a certain number of manufacturing concerns, which are always shipping goods and which would be willing to purchase empty boxes if they were in good condition.

If the hardware merchant instructs his men to use a nail puller instead of a hammer or hatchet in removing covers he will find that he can usually find ready sale for boxes that are in good condition.

BIG ADDITION TO CLOCK WORKS.

La Salle, Ill.—The Western Clock Co., La Salle, Ill., expect to complete an immense addition to their factory by Jan. 1. This addition will be parallel with and extend the full length of the old plant. The building will have 87,500 square ft. of floor space, and a frontage of 625 feet.

Current News of Hardware Trade

Watson Store Burned.

Watson, Sask.—The premises of Schindler Bros., lumber and hardware dealers, have been destroyed by fire.

Morgan Block Burns.

Delhi, Ont.—The Morgan Block was completely destroyed by fire. Among others the block contained H. S. Morgan's hardware store and T. E. Morgan's general store.

To Make Metal Buildings.

Winnipeg, Man.—The Canadian Metal Shelter Co. has incorporated with a capital of \$200,000. The firm will manufacture portable metal buildings and shelters of every description, ornamental and structural sheet metal, iron work, etc.

Sales Manager Appointed.

W. R. Turner, who for some years covered Eastern Ontario for the McClary Mfg. Co., and for the past year has traveled in Saskatchewan for the Winnipeg branch, has been appointed Toronto sales manager and will take up his new duties on Jan. 11.

Bonus Was Recommended.

Port Arthur, Ont.—At a meeting of the council, the giving of sixty thousand dollars debentures to R. Brutinel, for the establishment of his nail plant in this city, was recommended. He will purchase his own site. A by-law is to be submitted to the people.

Death of F. J. Vandecar.

Toronto, Dec. 23.—Frederick J. Vandecar, manager of the Russill Hardware Co., King street, east, dropped dead last night at his home from heart failure. Mr. Vandecar was fifty years old and had been in the employ of the Russill Hardware Co. for many years.

Thorold to Have Glass Factory.

Messrs Pilkington Bros., Ltd., glass makers, of St. Helens, England, who some little time ago acquired the undertaking and plant of The Window Glass Machine Co., at Cayuga, have decided to remove their plant to Thorold and have bought a site on which they will build and equip a new factory.

Proposed New Rolling Mills.

Owen Sound, Ont.—The Owen Sound Rolling Mills Company is to be the name of the big tubing industry, which, if the people pass the by-law on Jan. 6, will

in a short time locate in Owen Sound. The proposed company would have a capitalization of \$500,000, and would manufacture Iron Pipe, Bar Iron, Horse Shoes and other Iron Product.

Moving to Larger Store.

Larnduff, Sask.—E. J. Hunter will shortly remove his hardware store into more commodious premises.

By-Law to Aid Firm.

Peterboro, Ont.—The city council last evening gave two readings to a by-law to aid Henry Hope and Sons, Co., of Birmingham, England, to establish a factory in Peterboro. The proposed factory is to be a one-storey building, 80 x 200 feet, of brick and steel, and is to be used in manufacturing steel casings and window sashes.

Moving to St. Thomas.

St. Thomas, Ont.—The Sterling Diamond Cut Glass Co., of Ottawa, which will come to St. Thomas and establish a factory, asks for a loan of \$15,000, with no interest for the last five years, and also a fixed assessment of \$2,000 per year during the period of the loan. The company will employ 60 hands and erect a factory to cost \$20,000. A by-law will be submitted to the citizens of St. Thomas early in January.

Business Changes.

Edmonton, Alta.—C. F. Stone has discontinued his hardware business.

Bulyea, Sask.—A. E. McElroy, has taken over the hardware business of McElroy and Kerr.

Langham, Sask.—Alfred T. Riley has purchased the hardware store of Moore and Camroux.

Aberdeen, Sask.—Friesen and Vogt have been succeeded in their hardware business by Vogt and Son.

Creelman, Sask.—Campbell and Ferguson have sold their hardware stock to Wright & Lebarge.

Strathcona, Alta. — Wankle & Barr have sold their business to the Devereaux Hardware Co.

Edmonton, Alta. — The Devereaux Hardware Co. has taken over the hardware business of Wankle & Barr.

Personal Notes.

Toronto, Ont.—Baines and Peekover, manufacturers' agents in iron and steel

have sent out greeting cards to their many friends and customers.

Winnipeg, Man.—McKennie Bros., wholesale hardware dealers, have suffered loss by fire.

The Cameron-Dunn Mfg. Co., of Strathroy, W. C. Crawford Co., of Tilbury, and Columbia Handle Co., of London, have merged, and will do business under the name of Canadian Handle Mfg., Ltd. The new company is capitalized at \$600,000, and will employ altogether 400 to 500 men. The officers of the company are:—

President, J. W. Cameron, Strathroy. Vice.—F. G. Rumball, London.

Secy.-Treas.—John Stevely, London.

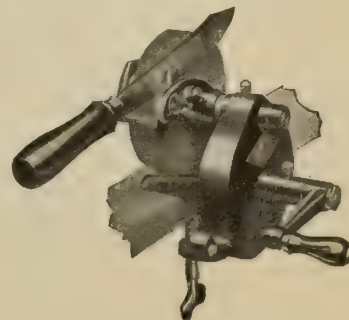
Directors.—W. C. Cameron, R. W. Hees, J. W. Cameron, W. S. Calvert, R. J. Avery, W. H. Braddon, F. G. Rumball. W. H. Braddon will be General Superintendent.

CALENDAR RECEIVED.

Hardware and Metal has received a very attractive calendar from The Winchester Repeating Arms Co., of New Haven, Conn. It represents an old hunter carrying one of the latest Winchester rifles on his shoulder.

NEW GRINDER ATTACHMENT.

The Luther Grinder Co., of Milwaukee, Wis., are placing on the market a new attachment for their No. 14 grinder. It consists of a special guide coming up on each side of the grinding wheel. The knife is sharpened on the side face of the wheel and this insures a smoother wedge



than could otherwise be obtained. The guide is also especially adapted for scissoring so that they can be easily held at exactly the proper bevel.

Weekly Market Report --- Metals

LARGE ADVANCES SEEN.

Rapid increases in the price of all metals have featured the past year. Prices asked to-day are in some cases 33 1-3 per cent, higher than at the end of last year. It has, as a result, been a momentous year in metals and the effect has been felt in the price of all manufactured articles.

Despite the upward tendency, there has been a continuous and heavy demand for metals.

MONTREAL.

Montreal, Dec. 26.—Looking at the metal market for the past year the idea occurs that the motto must have been that of the youth who bore the "Banner with a strang device." "Excelsior!" has been the cry and the metals have answered. Higher prices are to be seen on every hand. It would be impossible to pick out any metal which is not quoted at a higher figure than a year ago. This is noticed more on account of the fact that at the end of last year almost the same might have been said about the year previous, so that for two years a steady upward movement in prices has been evident. Nor are these advances small ones. Take lead for instance. Two years ago lead could be purchased for \$4.10 per hundred pounds; to-day the quotation is firm at \$5.75. Not all metals have shown such an advance as this, it is true, but in all lines some advances have been seen.

TIN.—With the exception of a few reactions of a small character, which did not amount to anything, the course of tin has been steadily upward. Two years ago tin could be purchased at \$42 per hundred or say 42 cents per pound. A year later the price had risen to 47½c, while at the present time it cannot be purchased in small lots for less than 55c. This is equal to an advance of 33 1-3 per cent. inside of two years. Manipulation does not seem to have had a great deal to do with this and the rise seems to be permanent. Ups and downs have occurred and will continue to occur until the end of the chapter, but it is quite possible that the upward course will continue. At any rate, much cheaper tin is not looked for.

Lead.—Here again a steady advance has been made for the past two years although as was the case with tin, the advance has been even greater during the past twelve months than in the year previous. In December 1910 lead was \$4.10; in the same time in 1911 the

price has risen to \$4.85, while at the present time \$5.75 is the figure quoted. The increase in the consumption of this commodity has been enormous and possibly this is responsible in part for the enhanced price.

Copper.—Copper has had the reputation of being a somewhat steady metal, but deserves this no longer. It was considered something out of the ordinary when in 1910 the price of this metal advanced from \$12.80 to \$14.50. During 1912 the price has advanced nearly 33 1-3 per cent., and the price is now \$19.25, a net jump of \$4.75 per hundred weight. A very large amount of this metal has been bought and at the present time, the course having for so long been steadily upward buyers hardly know whether to buy in large quantities before another rise takes place or to wait on the chance of a lower figure being available.

Spelter.—Spelter has been a little more steady although it has been so scarce at times that it is really a matter of wonder that the price has not advanced more. The present price is only 25c per hundred in advance of the price quoted a year ago which was 50c per hundred above the price of a year previous. The increase in consumption here has also increased largely, and goods such as galvanized sheets and all galvanized ware have all advanced in consequence of the price of spelter going up.

TORONTO.

Toronto, Dec. 24.—The present time is not a great buying period but there is a good demand for all metals for this season of the year. Prices are unchanged but firm. A large number of dealers will be stock-taking during the next week or two. Business during this year has been very good indeed, there has been a great scarcity in some lines on account of the mills being overtaxed and unable to fill orders. The coming year promises to be a very busy one and a large volume of business is anticipated.

Many of the mills have booked for months ahead, and the consumption of metal for next year will be very large.

There is still a scarcity of many lines of iron and steel and jobbers are receiving complaints daily from customers on account of non-fulfilment of orders.

Plates and Sheets. — There is still a very good demand and supplies are scarce. No price changes are noted this week although prices are firm.

Iron and Steel.—There is still a scarcity of some lines and it is expected that

the scarcity will continue well into next year. Prices continue same as have been quoted for some time.

Copper.—There is still a fairly good demand for copper, and prices are unchanged. There has been a great revival in the consumption of copper during the past twelve months and it has helped to place the copper market on a firm basis.

Tin.—Prices are firm and there is a good demand for this season of the year.

WINNIPEG.

Winnipeg, Dec. 26.—Scarcity and advancing prices have effected the stove trade and all branches connected with heating, piping, etc., and a general advance is looked for in 1913.

With an enormous building programme assured for next year the question of supplies is of course of paramount importance and the outlook is not encouraging. The amount of metal in use in even the simplest residences is ever on the increase and as lumber is all the time becoming scarcer and dearer, metallic sheeting and roofing are becoming more and more in evidence and metal beams and joists are taking altogether the place of lumber on larger structures.

Manufacturers and dealers here are ordering far ahead and consider themselves fortunate if they get a consignment in three months. Such conditions are extremely hampering to the trade and unfortunately there seems little chance of improved conditions for some time to come.

NEW FIRMS INCORPORATED.

Lubricants, Ltd., have been incorporated with a capital stock of two hundred thousand dollars, for the purpose of manufacturing, and dealing in all kinds of lubricants, oils, babbit metal, plate glass, paints, etc., with head office in Montreal.

Announcement is made of the incorporation of the Fyfe Scale Co., with a capital stock of ten thousand dollars, the head office of the company will be in Montreal, and the manufacture of scales, and weighing machinery will be entered into.

The Canadian Filter Faucet Co. have been incorporated with a capital stock of two hundred and fifty thousand dollars for the purpose of buying, selling and manufacturing hardware, filters, faucets and plumbing fittings. The head office of the company will be in Montreal.

Weekly Market Report --- Hardware

A PROSPEROUS YEAR.

One of the best years in the history of this country, 1912, saw the transaction of heavy business in hardware lines. Nothing but satisfaction is expressed with conditions.

It proved a year of rapid changes in price and the trend was very markedly upward. This condition is assumed to be permanent.

A number of changes are noted this week.

MONTREAL.

Montreal, Dec. 26. — This is the last week of 1912, and a good year it has been. Hardware men have no cause to complain, and in the majority of cases it will be admitted that this has been the best year for business in the history of the country, 1910 was a good year. For the first few months trade was perhaps not quite as brisk as some might have hoped, but trade improved right along to the satisfaction of everybody, and by the time the end of the year was reached it was acknowledged by most that from a business standpoint the year had been a most satisfactory one. With 1912 the conditions were somewhat different. Business commenced quite good and has continued so through every month of the year. Of course it cannot be said that the hardwaremen have no troubles things cannot always run quite smoothly, and there are difficulties to be met with in every line of business. For instance, the weather in some parts was anything, but what could be desired during the summer. Supring came somewhat late, the summer was a cool one and rain was plentiful, as it was also in the fall, and these conditions were not calculated to increase the sales of such lines as lawn sprinklers and hot weather goods such as hammocks; but any man of a philosophical turn of mind would point out that such conditions would surely increase the sales of lawn mowers for nothing makes grass grow like rain. During the past year times have been good. People have had money which they were willing to spend. Real estate profits have been made by a very large number and the amount of building done has been enormous. This has all been grist to the hardware dealer's mill.

In builders' hardware, perhaps the biggest increase has been shown, this due solely to the vast amount of building operations which have been carried out.

A Year of Advance.

As far as prices are concerned nearly everything has changed during the past twelve months. Prices have advanced on every hand. For the first month or two prices remained more or less stationary and then advances commenced. Copper and nickelware, axe handles, valves, screws, tools, sleigh bells, rope, lead pipe, bar iron, brass goods, locks, butts, rope, lanterns, steel products, harvest tools, wire, nails, barb wire, plates, sheets, galvanized iron, roofing, iron pipe, wire, building paper, cartridges, axes, galvanized ware, and many other articles have shown an advance.

Indeed it would be hard to pick out any department in which advances have not been made. These advances have all been necessary. It is the old story of the high cost of living. Raw materials have all advanced to such an extent that had not the manufacturer advanced his prices also, business would have been carried on without a profit or even at a loss. Labor too is more expensive and harder to procure, when it is of the skilled variety.

Condition is Permanent.

That the majority of advances in price are permanent is without much doubt. Of course there are some lines which will fluctuate up and down, but it may even be said that the top is not reached yet. Some lines such as rope, for instance, have advanced two or three times or more and it is said by some that further advances in some lines are assured.

In very few lines had the change been in a downward direction. Cement is one of the few if not the only one case where the price is lower than a year ago.

A feature of the 1912 business is the increase in the amount of Christmas business done by the hardware trade. The hardware store is no longer a place where only such lines as nails, roofing, barb wire and such uninteresting articles can be purchased, and the majority of dealers are going into this Xmas trade. business with a vengeance as it is found to be very profitable. A large number of hardware stores are now handling such lines as, art brass, silverware, cut glass, clocks, and even cameras and supplies are found to be a good line. It has been found that these lines, brought in for a few weeks Xmas trade, went so well and yielded such a profit as to warrant their being carried the year round, special attention being given to the wedding present trade. Business has been so good generally that a scarcity in some lines has been noticed at intervals; this will always be the case in a grow-

ing country when times are good, manufacturers at the present time are, almost without exception working to capacity, in order to endeavor to avoid a recurrence of this trouble. Those who wish for good times, however, will express the wish that even with the increased stock, the demand will be great enough to more than do away with the supply.

TORONTO

Toronto, Dec. 26.—Trade has been holding up very well with the jobbers. Christmas business has been very large especially in cutlery, there has been a falling off in some lines during the past few days, and a great many of the orders coming are rush orders, to be forwarded by express.

Winter goods, such as sleigh bells, blankets, etc., have moved fairly well but with more snow there would be greater activity in these lines.

Lanterns and Nails Advance.

With the exception of lanterns and nails prices are unchanged. The former have advanced 25 cents a dozen, which makes the price for No. 2 cold blast \$7.00 per dozen. Nails have advanced 5 cents per keg and the ruling price is now \$2.40 base. The majority of the hardware travellers are in this week and will not go out until after stock-taking. With the Christmas rush over the jobbers are preparing to take stock and do not expect a rush of orders as the majority of retail merchants will also be taking stock next week and will not order to any extent until after the inventory is taken.

The jobbers have all had a very busy year and are looking forward to big business during 1913.

Are Advances Pending?

Builders' Hardware.—The demand for builders' hardware has been very good, and the mild weather has permitted building operations to be continued undisturbed. Prices on builders' hardware were withdrawn by the manufacturers some time ago and the revised prices have not been issued as yet. It is expected that there will be an advance in price on many lines.

Winter Goods.—The demand for winter goods has been fairly good, but the absence of snow in many localities has affected the sale of some lines to a certain extent.

Rope.—The price of rope is unchanged this week but another advance is expected at any time. Booking is only accepted for sixty days.

(Continued on page 42.)

Stoves, Furnaces and Accessories

Stove Lines to be Featured in Winter

Dealers Should Endeavor to Create Interest in Gas and Coal Oil Stoves—The Backwardness of the Season This Year Has Deferred Many Purchases and There Is Still Plenty of Business To Be Had.

The Christmas rush is over and a large number of dealers have started stock-taking. Undoubtedly the Christmas trade has been good, and the majority of merchants are well satisfied with the progress they have made in the stove department. The fact that the rush is over does not mean that the dealer should relax his efforts in this important department of his business. The wide-awake dealer is already planning and working hard in order to increase sales in the stove department. The weather up-to-date has been very mild for this season of the year and, no doubt, many people have deferred the purchase of stoves on that account. A good campaign on the part of the dealer would increase his sales to a great extent at this time.

A number of dealers offer special inducements to stove purchasers at this season of the year and it is a common occurrence to see an offer of a tea-kettle, roast pan, or some other article in order to attract the attention of prospective purchasers. The public will buy goods they need at all seasons of the year.

This is especially true regarding the gas range. Three or four years ago it was a rare thing to see a dealer stocking gas ranges during the winter, but the demand has increased rapidly and they can be sold at all seasons of the year now.

A large number of high-grade gas ranges are being sold and they afford a nice profit for the dealer who will go after this class of trade, and keep the public well informed regarding the good qualities of the range he is selling. There are hundreds of people that are not using gas ranges and are waiting for some enthusiastic dealer to get them interested. The fine appearance of the gas range makes a splendid showing in a store.

They are easily demonstrated. A dealer can have them connected with the gas pipe at practically no cost whatever.

Coal oil heaters are a line that should not be overlooked by the dealer and a good window display will aid greatly in

making sales. The dealer has a great many talking points in favor of the small oil heater such as safety, durability and low cost of running. A good heater is odorless and will heat a good-sized room and add greatly to the comfort of the occupants.

December weddings also mean that a large number of stoves of various kinds will be purchased. And in this connection the dealer must not overlook the fact that many articles in the granite-ware and household goods department may be sold at the same time. The stove department should be clean and tidy so as to give a good impression when the customer calls to inspect the stock. The majority of ladies take pride in seeing a clean stove, and a bad impression is made if the ranges are dirty or covered up with other goods.



SOLD 40 RANGES IN FIVE DAYS.

A. Welch & Son, of Queen street W., have had a large sale of ranges as a result of their offer of a turkey with each range, described and illustrated in the last issue of Hardware and Metal. The free offer was in effect for five days before Christmas and during that time 40 ranges were sold as a result. As the cheapest range on which the offer applied was valued at \$30, it will be seen that this progressive method brought big returns, and that it pays to give special attention to window displays. In addition to the direct sales there is no doubt but what results will also follow later as a result of the publicity created by the display.



PLANNING NEW FACTORY.

Hamilton, Ont.—The Chadwick Brass Co. have purchased the business of Chadwick Bros., Hamilton, Ont., and plans for new buildings are now under way, which will double the capacity of the plant. Catalogues are being prepared which will advise the trade more fully as to the different styles of goods they are manufacturing.

HARDWARE MARKETS.

(Continued from page 41.)

Cutlery.—The sale of cutlery has been very large, but with the Christmas rush over there will not be much doing in this line until after stock-taking.

Sporting Goods.—Business has been very brisk in the sporting goods departments and the sale of skates, sleighs, hockey sticks, toboggans, etc., has been very heavy.

Electrical Goods.—The hardware dealers have gone into electrical goods to a great extent this year and a large sale is reported in these lines. The lines featured mostly are toasters, percolators, vacuum cleaners, disc stoves, irons, chafing dishes, table lamps and electric fixtures. The large field for the sale of electrical appliances is making this department a very important one for the hardware dealer.

WINNIPEG.

Winnipeg, Dec. 26.—The wholesale trade in hardware is now quiet as might be expected at this time of the year. Retail business during the week has been especially good and the holiday trade has been very satisfactory.

Since the price changes noted in last issue, there is nothing new to report in this line but firmness in all metals in the primary markets indicates further advances as altogether probable.

Interest now centres in the prospects of next year. The building and contracting industries of Western Canada will never commence with the same prospects as those of the year 1913. It is asserted with confidence that building and construction work will be carried out in such volume that it will be a matter of wonder.

1913 will be the great year of the small builder. The building of residences will be the greatest and most important element of the year's activities.

Increasing rents in all cities and towns of the West has turned the attention of householders to the desirability of owning a home and the determination to build a home next year is in the minds of thousands of Western people. This means big business in builders hardware. At the same time the vast and ever-increasing immigration points to a great development of trade in all lines going to make up the hardware merchant's stock.

Weekly Market Reports---Stoves

A BRISK STOVE YEAR.

The past year has broke all records in the stove and furnace industry. Manufacturers have been rushed to fill orders and the only fly in the ointment has been their inability to always meet the requirements of the retailers in all cases.

One manufacturer reports that his business in Eastern Canada has doubled in the last three years.

MONTREAL.

Montreal, Dec. 26.—The year 1912 in the stove business has certainly been a good one. It might be said without much danger of exaggeration that the dealer who is not pleased with his record of stove sales during the past twelve months is hard to find. The best indication of the way business has been going is the way manufacturers feel. The increase in the output of the factories is something that would astonish those who are not conversant with conditions. Business has been so good that it has been a source of worry in some cases. Dealers sold out earlier than was anticipated and were unable to replenish their stocks as quickly as they would have liked. Manufacturers were the recipients of orders requesting immediate delivery which was in a large number of cases impossible, and the only course open to them was to ship in the order received. However, in the majority of cases, dealers were supplied in time to prevent any sales being lost through non-arrival of goods.

The year's figures of some stove manufacturers would make interesting reading. Of course it is not possible to mention any names but one manufacturer is known to have doubled his sales in Eastern Canada during the past three years and a goodly part of this increase has been shown during the past twelve months.

This is only the case of one manufacturer where figures have been seen. In other cases the story is probably the same, and increases are shown on every hand. The stove season which is now drawing to a close has been a very satisfactory one as regards the weather. Weather plays no small part in this business for it is a certainty that people will not buy heaters and such lines while the weather remains warm. Following a somewhat cool summer, fall came wet, and cool, and really cold weather was not long in arriving. People were forced to purchase their means of keeping warm a

good deal earlier than they would have done had the fall months been finer than was the case this year.

The past year has seen advances in the price of almost every line. Stoves, furnaces, and tinware of every description are all higher in price; this being due solely to the increased cost of raw material. This has not tended to decrease sales at all, in these good times, and besides the buying public are now becoming more accustomed to paying a little more for everything than formerly. Furthermore, when a party is purchasing a stove at say \$35, he does not as a rule remember that, when he bought his last stove, perhaps four or five years previously, this particular article was selling a few dollars cheaper. At all events a man purchasing a stove for \$35 to-day gets, without doubt, far better value than he would have done for the same amount five year ago.

TORONTO.

Toronto, Dec. 26.—The rush with the stove manufacturers is practically over, a slack season is generally expected after December 15.

The stove business with the retailers is very good throughout the country and the coal shortage reported in many places a short time ago has been overcome in the majority of cases. There is a demand for small heaters, but the demand for other heaters has dropped off to a great extent. There is a moderate demand for gas ranges. Furnace orders that have been booked for some time are not yet all filled but very few new orders are coming in.

The manufacturers are receiving goods daily, in the majority of cases imports. Stove dealers throughout the country will be stock-taking for the next two weeks and will not place many orders until after the inventory is taken.

The past year has been a very busy one for the manufacturers and great difficulty has been found in trying to fill orders. A good year is expected during 1913 and manufacturers are planning ahead how to cope with next year's business. There has been a demand for high-grade stoves during the past year, and the public are realizing the advisability of buying good stoves.

There has been a good demand for high-class stoves in the West and the general opinion is that the cheap imported stoves are losing ground in this part of the country.

Gas Stoves.—There is a moderate demand for gas ranges but it is principally from the cities for apartment house pur-

poses. There has been a big demand for high-grade gas stoves during the past season and stoves with nickel trimmings have been reported as the best sellers by the retailers.

Heaters.—Small heaters are in demand but there has been a falling off in other lines.

Furnaces.—Few new orders are coming in, but back orders are not all filled, and manufacturers are rushing these through in order to complete orders if possible by the end of the year.

Ranges.—Orders for this class of stove have dropped off considerably but business is very good for this season of the year.

Seasonable Goods.—There has been a large sale of seasonable goods, such as coal hods, ash sifters, etc. High-grade ash sifters are greatly in demand this season and no trouble is experienced in selling sifters that will retail from \$3.50 to \$6.00 each.

WINNIPEG.

Winnipeg, Dec. 26.—At a recent meeting of the works and property committee of the city council, representatives of the Winnipeg Steam Heating Co., were present to discuss the establishment of a plant for retailing steam heat to the citizens in all parts of the city. The question was previously under consideration when this same company asked for a franchise for twenty-five years. At the meeting above mentioned it was asked that the term be extended to thirty years on account of the easier handling of bonds. It was willing before to give 2½ per cent. of the gross profits, but if the extension were granted it would be willing to give three and a half per cent.

Pipes would be laid in many cases in lanes. From the trunk line branches would extend into the houses on either side. It was stated that the same system of steam heating was in operation in other cities and had been operated satisfactorily to all concerned. The members of the committee declared they could see little objection to the plan and after some of the clauses had been revised it was decided to submit the whole matter to the council and the city solicitor. They will consider the proposition before next session of the council.

Should this scheme materialize it would no doubt effect the stove and furnace trade in the city, but as it is in new territory that the bulk of business is done, the injury would be trifling to what might at first glance appear likely.

New Hardware Goods

NEW MARLIN REPEATING SHOT GUN.

To complete its line in the new model 28 hammerless repeater the Marlin Firearms Co., of New Haven, Conn., is about to place on the market four new shot guns one of which is here re-produced.

No. 28 T. S. is a trap special grade, designed to provide at a moderate cost a gun specially suited to the require-



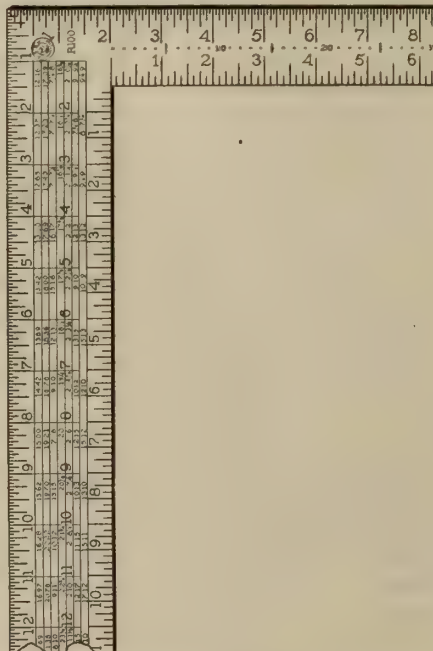
ments of the average trap shooter. This is a 12-gauge, take-down matted barrel, 6 shots, and weighs about 8 lbs. The barrel of this gun is made of special rolled steel, matted on top for its entire length, which prevents reflection from light or heat waves from top of barrel which might interfere with a quick clear sight. The butt-stock and forearm are of fine, straight grained American black walnut, nicely checked on the grip

and forearm. Regular straight grip buttstock is 14 inches long with $1\frac{5}{8}$ in. drop at comb, and is 2 in. drop at heel with a large, broad butt, which covers more of the shoulder and keeps the shock at recoil down to the minimum.

All model 28 guns have special cart-ridge release, which allows removing loaded shells from the magazine without working through action.

RAFTER FRAMING SQUARE.

The Peck, Stow & Wilcox Co., of New York, are offering the trade a new rafter framing square. In addition to the row of figures marking the inches on either side of face and body, there is a third row of figures along the centre of the square. Each of these numbers occupies the centre of a rectangle marked off by the two sides of the square and by two lines running at right angles to it. The object of this marking is: In using a rafter square, the carpenter first determines the rise of his roof in inches per foot runs, supposing this to be nine, he looks on the face of the body of the square for the figure nine in the central row. The column of figures at the right of this number will then give him the

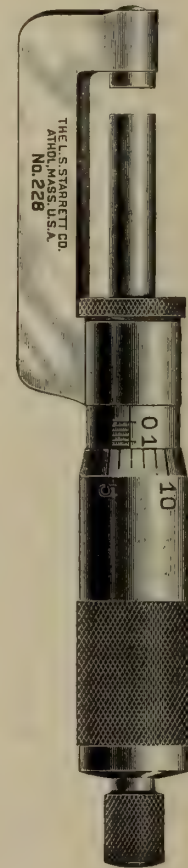


necessary information from which to calculate the length of common, hip, jack and valley rafters, as well as all of

the necessary cuts. This simplifies the use of the square considerably inasmuch as in most cases the carpenter is liable to be confused by the fact that the inch marks on one margin do not correspond with those on the other and therefore he may select the wrong column of figures.

STARRETT HUB MICROMETER.

The L. S. Starrett Co., of Athol, Mass., have recently perfected a new style of hub micrometer which does away with the



old system of using a rule and straight edge for measuring hub thicknesses. The feature of this micrometer is the frame, which instead of flaring out in a semi-circular form as do ordinary micrometers is offset only slightly from the centre line of the spindle. By making the frame narrow it may be easily inserted in holes as small as $\frac{3}{4}$ in. in diameter. The new micrometer has the combined thumb piece, and ratchet stop as well as the lock nut that is featured in other Starrett micrometers.

Methods of Retailing Paints and Varnishes

Stock-taking in the Paint Department

Care Should be taken to size Up the Stock and Find Quantity on Hand of Each Size and Color—Stock-Keeping is Quite as Necessary as Stock-Taking—Methods of Proceeding With the Work.

Stock-taking in the paint department is looked upon by many merchants merely as an annual occurrence for the purpose of finding out the monetary value of the goods. The usual style of procedure is to count up the number of cans of each kind or color and in this manner they figure out the amount of stock they carry in the paint department.

Stock-keeping is as essential to a successful paint business as stock-taking. In well conducted establishments the stock of the paint department is taken every week and in this manner they can tell when they are low on certain colors, and also if they have any slow selling lines. By the weekly system the colors are easily kept in their proper places and the mixing of colors is prevented.

In many stores the stock is taken thoroughly when the traveler calls for an order, but at stock-taking time it is simply counted up in order to find out the total quantity of each kind or color that is carried in stock.

The wise dealer will go through his stock thoroughly at stock-taking time and take stock of each size, and kind separately. He will also have all the colors placed in their proper positions and will straighten out any colors, that may have accidentally been placed in the wrong row. The exact list thus obtained may be used in making up the spring order and from this list the dealer can easily see which lines are slow sellers and make an endeavor to have them moved out. A great many dealers keep a separate paint stock book, and can tell exactly how much paint they have had at various seasons for many years back.

Replacing Defaced Labels.

The dealer should also note any cans with defaced labels and write to the manufacturers for duplicates. The manufacturers are always pleased to supply duplicates and they know by the request that the dealer is taking an interest in this important department of his store.

The importance of having an attractive display of paint on the shelves should not be overlooked. Clean labels and a well lined-up row of cans will

have a good appearance and attract the attention of customers.

Attention should be paid to the stock of paint and kalsomine brushes. Any brushes that have been put into stock without pricing should be marked.

It is very important that brushes should be displayed in a prominent part of the paint department and if the dealer has not already given attention to this feature he will find stock-taking an opportune time to make the change, or take a note of the proposed change and have it attended to later.

In going through the stock in the paint department the clerks will undoubtedly notice where improvements could be made in the arrangements of the stock and suggestions should be sought from them as to how the department may be made more attractive. Note should be taken of sample boards that are worn or disfigured and a request made for new ones when the spring order is given. Sample cards and booklets should not be overlooked and a note made of any that are short.

Sizing up Broken Glass.

There is very often an accumulation of broken sheets of glass that should be cut into even sizes and placed in stock. This should be done before stock-taking time arrives and then there are no delays when counting starts.

Attention should also be paid to the dry paints and any boxes or barrels that have been stripped of their labels, should be noted. It is very important that all cases containing dry paints should be labelled as new clerks or juniors are liable to make errors that would cause a great amount of inconvenience to painters or others, by giving them wrong colors.

Outlook is Good.

The outlook for next year is very good and the dealer who is prepared with a clean and attractive paint department should be in a good position to secure a large portion of this increasing business. It is claimed that seventy per cent. of the country needs painting. Whether this is correct is not certain but one has but to look around to see evidence on

every hand that would help to bear out this fact. The ready mixed paint business is increasing at a very rapid rate, and property owners are realizing the value and necessity of good paint.

Manufacturers and dealers are looking forward to a very active paint campaign during the spring of 1913 and the dealer who is careful in stock-taking and is prepared with a complete stock of all colors as a result, will be off to a good start. A stock list of colors of paints and sundries on which there is an over-stock should be kept in a convenient place in the paint department and by referring to this occasionally the salesmen are in a better position to know what colors they should attempt to dispose of in order to reduce over-stock.

CANADIAN INVENTS LATCH LOCK.

To James Robertson, of Perth, has been granted United States Patent No. 1,045,891 for a latch lock. It comprises a socket member with a pin adapted to enter the socket and also radially movable locking members in the socket to lock against the pin. A rotary locking member for moving the movable locking members to a locked position, and being adapted to move itself by gravity to a locked position. There are means for releasing the rotary locking member from an unlocked position. These means, consisting of a radially movable latch pin, a collar having a housing formed on it for the latch pin, and a spring for forcing the latch pin to the engaged position.

WILL BUILD NEW FACTORY.

The Cyclone Woven Wire Fence Co., manufacturers of ornamental and heavy field fence wire, gates and screening, who some months ago sold their Toronto factory to the Canada Wire & Cable Co., are now making their headquarters in Cobourg, Ont. The premises occupied at present are only temporary, and a new factory will be built during 1913. The industry in Cobourg is as yet only in the making, as only one machine is working so far. F. A. Hirlhey, who has been with the company ever since they first started in Toronto and has worked his way up with them right from the bottom, is now manager of the Cobourg factory.

Window Display Suggestions ---Paints, Etc.

The Importance of Featuring These Lines in the Store Windows—Description of Combination Display Which Brought Tangible Results — Arch Introduced With Good Effect—The Color Combination.

It is not necessary to devote any time to proving that the arrangement of paint displays in store windows is an effective and profitable measure. Dealers who have adopted this means of featuring their paint stocks have, in practically all cases, found the results both immediate and tangible.

The window trimmer has a splendid opportunity to evolve novel and striking effects when he is drawing his material for displays from the paint department. Paints, and all the accessories that are included in the department, lend themselves very readily to display work.

Although plenty of paint windows are seen nowadays, there is room for the complaint that not enough attention has been paid to brushes. It is seldom that a display of brushes is seen either in store or window and yet brushes are distinctly the kind of article that can be used to best effect in a window display,

not only because original effects can be arranged but by reason of the fact that featuring is required to bring demand up to the fullest point.

The accompanying suggestion shows a combination display of paint and brushes. As a result of the use of both lines, the trimmer was able to give a more "stocky" appearance to the window and to lend an air of variety which otherwise would have been lacking. The colors used were red and yellow. The latter color was used for the centre of the background, with red outside and yellow again in the corners.

A large arch was placed about half way back, covered with red. Kalsomine brushes were attached to the arch.

The bottom of the window was covered with yellow and all varieties of paints, varnishes and polishes were shown. It will be observed that the as-

sortment shown in the window included practically all lines.

The results from this display were most noteworthy, large sales resulting in all the lines shown.



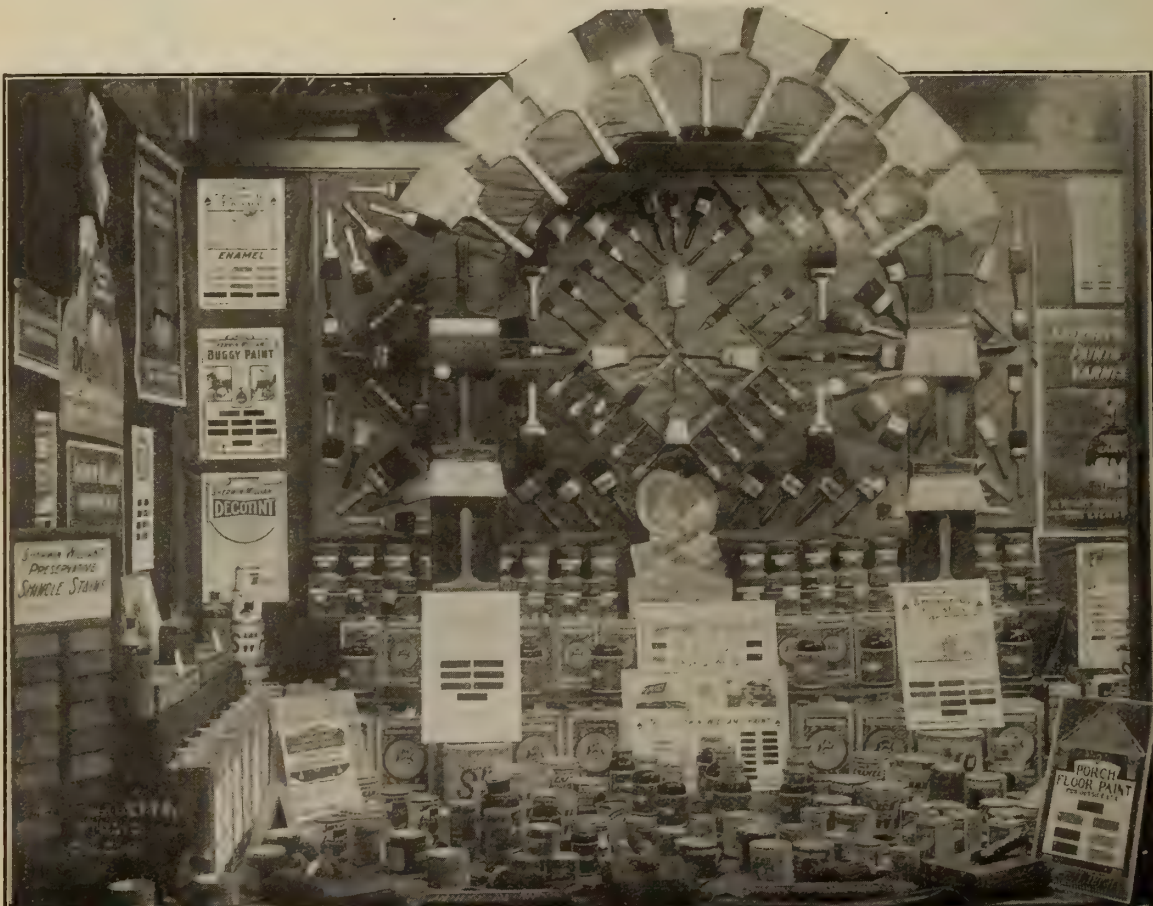
CHANGES IN McCLARY STAFF.

London, Ont.—The annual meeting of the branch managers of the McClary Mfg. Co., was held recently and the following staff changes authorized:—

W. R. Turner is transferred from the Winnipeg to the Toronto branch; J. B. Gilmour, W. Graham, F. Judd, A. K. MacKinven, and Thos. Patterson, from London to Calgary.

Jas. Stewart is promoted to the cashiers desk in place of Mr. Graham in the London branch. Wm. Hayden becomes paymaster.

The changes go into effect Jan 10.



Get More Winter Business

Floglaze

Good winter business is insured in your paint department by stocking up in our wonderful new line—the finish that goes on floors, walls, furniture, woodwork.

Made in 29 shades, transparent and opaque, and including dull and gloss whites and blacks, and gloss natural.

The policy of this company is to build the business of local dealers.

We have recently added our decorative aid department to help them.

Write this department for information.

We lay out color schemes, give pointers on finishing, sell stencils ready-cut for use, and help the dealer close interior-decoration jobs in his town. This means paint sales, and profit for the dealer and local painter.

Write for the Decorative Aid Booklet.

The best-flowing, easiest-handled article for beautiful interior stain and enamel effects that local painters ever bought of you.

Send for color cards, samples and prices.



WE THANK YOU

New Year's day is a day of retrospect and prospect. The hand of time seems to pause for a moment to give us an opportunity to look backward over the past and forward into the future.

For the past, we thank you one and all for the part you have played, be it little or much, in our prosperity. We thank you for the orders; the remittances; the kind words; the criticisms; the boosts and the knocks—we are grateful for them all—they have made us stronger.

For the future, we aim to win the good-will—to serve well—to merit the confidence—to succeed, by assisting others to succeed. If, by an earnest endeavor to faithfully co-operate with those who trade with us, all dealings are made mutually profitable and pleasant; then, the New Year will undoubtedly be a happy and prosperous one for all.

The Johnson Paint
& Varnish Co., Ltd.
VANCOUVER, B.C.

Low Brothers
LIMITED
TORONTO

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Weekly Market Report --- Paints

A GOOD PAINT YEAR.

The paint trade has been extremely satisfactory during the year 1912. In fact, the amount manufactured and sold during the year has been by long odds the biggest on record. Paint manufacturers found it difficult at times to fill their orders.

The year was featured chiefly by rapid advances in the price of white lead. Linseed oil has been low all year, the price showing a continuous decline to present figures.

MONTREAL.

Montreal, Dec. 26.—Looking over the past year it must be admitted that conditions in general as far as the paint market is concerned have been extremely satisfactory. The amount of business done in prepared paints has exceeded that of former years by a very large margin, and this is due in no small part to the aggressiveness of the retailer who has pushed sales in what were formerly "off seasons" in a manner hitherto unthought of.

Of course, conditions all around have been favorable. Times have been good for everybody and people have been inclined to increase the value of their property by painting it. The rapid growth of the country has also helped to increase the output, but nevertheless credit for a very great part of the increase in the amount of paint consumed must be given where it belongs, which is to the retailer. The paint department is no longer considered worthy of only the darkest and most unattractive part of the store. On the contrary it is in nearly every case given a prominent position, the goods are well displayed and at certain seasons are made the leading feature of the store. These methods have been found very profitable, it is almost needless to add, and those dealers who have adopted aggressive methods have found that the use of manufacturers selling helps, advertising, and personal solicitation, have more than repaid them for their labors. It is somewhat interesting to glance over the prices of different articles quoted from time to time throughout the year. Take linseed oil for instance. On January 6th, linseed oil was selling in Montreal at 90c for raw and 93 for boiled. From then until the end of May it advanced. Sometimes the advance was one cent, sometimes three or four, with one or two reactions which did not last long, until the end of May when the price was \$1 and \$1.03. At this price

oil remained very steady for over six weeks without a change and then conditions changed and the price started to drop. From a dollar to 97 then to 95, 89, 83, 80, 77, 75, and so on sometimes as much as six or seven cents in a single week until the present time when the present low price of 57 and 60 is quoted. Lower prices in Linseed oil have prevailed through 1912 than in 1911. The highest price in 1911 was \$1.10 for raw while the lowest quotation was around 85c. In 1912 the highest was \$1, and the lowest 57c as quoted at present.

Turpentine has also shown a steady decline, the highest price for the year being quoted during the second week in January, when the price was 72c. It has dropped cent by cent until the present time when the quotation is 58c. This is a very low figure as a glance at last year's price will show. Turpentine sold as high as \$1.30 in 1911, and at no time was the price lower than 68c.

When the course of white lead is followed a very different condition of affair is found to exist. Ever since the beginning of 1911 the price of white lead has advanced. This has been caused solely by the advance in the price of pig lead. At the beginning of the present year white lead could be purchased for \$6.75 per 100 lbs. for small lots, while at the present time the quotation is \$8.25, and while no immediate advance is looked for, such an occurrence would be far less a surprise than would be a drop in price.

TORONTO.

Toronto, Dec. 26.—The paint market is very quiet this week and a large number of travellers are in until after the new year. A number of firms are preparing for stock-taking.

The sale of ready-mixed paints has been very large this year and a larger business is expected for 1913. The public are beginning to realize the value and necessity of good paint and there is no doubt but what a heavy campaign will be carried on next spring.

Business has been very good up to date but the Christmas trade has had the effect of turning attention to other lines.

The retailers will in many cases take stock immediately after Christmas and the placing of spring orders will be the general rule during the early part of the new year. Prices are the same as last week.

Turpentine.—The turpentine market is uneasy and the price is 61 cents in single barrels and 60 cents in two to

four barrels. There has been no change since the advance published in last issue.

Linseed Oil.—The price on linseed oil is 57 cents for raw and 60 cents for boiled, with the usual advances. There is little doing in this line at the present time.

White Lead.—Quotations are unchanged but firm and the demand is very good for this season of the year.

Glass.—There is a very good demand for glass and there is still a scarcity of some sizes. The enormous amount of building has caused a heavy demand for 16-oz. and 24-oz. glass and dealers have had a hard time in completing orders. Plate glass has also been very much in demand and in addition to new buildings there has been a heavy demand on account of remodelling being done on a very extensive scale in many places.

Putty.—There has been a good demand for putty and prices are unchanged this week.

Paints and Varnishes.—The sale of paints and varnishes has fallen off to a great extent and this can be accounted for by the fact that attention is being paid to the Christmas trade. It is expected that there will be a large business done in these lines during the early part of the year and manufacturers and dealers are preparing for a very active campaign.

WINNIPEG.

Winnipeg, Dec. 26.—This is quiet time in the paint and oil trade and there is little to note of special interest. Window glass remains at the advance recently noted, and there is still considerable activity in this line.

Flax has been a little firmer both on Winnipeg and Duluth markets and the low point in linseed oil has probably been reached, but there is no prospect of immediate change. Indications point to very heavy business in 1913 as the building programme is a very extensive one.

Montreal Show Case Co. has been incorporated with a capital stock of fifty thousand dollars. The company will manufacture show cases, cabinets and fixtures with the head office in Montreal, Que.

Medicine Hat, Alberta.—The Trites-Woods Co., of Fernie, B.C., have purchased a valuable site here, and will erect a large departmental store in the near future.

Honestly Do You **Know White Lead?**

DO you know what critical stuff it is to perfect? You should. It bears on your paint trade. For, as you know, White Lead is paint's prime factor. Here is a typical fact: one hundredth of one per cent. impurity in original pig lead is enough to destroy white brilliance in White Lead.

* * *

Another: The merest tendency towards crystalline formation prevents a perfect blend with Linseed Oil; paint will chip and peel. These two are merely illustrative. But they are enough to prove the virtue of Brandram's B.B. Genuine White Lead. More than a hundred years ago the Brandram process ideally solved all White Lead's exacting difficulties. It is the world's standard.

* * *

In B-H "ENGLISH" Paint no less than 70 p.c. Brandram's B.B. Genuine White Lead is contained. Think that over. Such large proportion would be impossible for us did we not corrode and grind our own White Lead. We are the only paint makers in Canada who do. The guaranteed formula is 70 p.c. pure White Lead, 30 p.c. pure White Zinc. To your customer it assures higher power of endurance for the job and finer appearance. Briefly, it means better value.

Better value—Better business. Why not invite the one with the other? Write us.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb. 10 50 11 00

RABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 42c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5 1/2c.; No. 4, 6c. per lb. Tallman Brass & Metal Co.—Aretic Metal—XXX Genuine, 55c.; Superior, 50c.; A Special, 38c.; Hoo Hoo, 28c.; "A," 25c.; "B," 22c.; "C," 18c.; "D," 15c.; No. 1, 13c.; No. 2, 10c.; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, 1/2 to 1 inch, per
100 lbs. 2 60 2 70
Heads, per 100 lbs. 2 85 2 95
Tank plates, 3-16 inch 2 70 2 80
Tubes, per 100 ft., 1 1/2 in. 9 95 10 00
" " 2 " 8 65 8 70
" " 2 1/4 " 11 00 11 00
" " 3 " 12 60 12 70
" " 3 1/4 " 15 75 15 80
" " 4 " 20 20 20 30

BRASS.

Spring sheets, up to 20 gauge. 0 27
Rods base 1/2 to 1 inch, round. 0 23
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 65 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin coods, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard 65; patent pick-opening valves, 70 and 100 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 1000 lb.

Casting ingot 19 25
Cut lengths, round bars, 1/2 to 2 in. 27 00
Plain sheets, 14 oz, 70 x 48 inches, 14 x 60 inches 29 80
Copper sheet, tinned, 14 x 48 30 00
14 oz. 30 00
Copper sheet, planished, 14 x 60, base 37 00
Brazier, insheets, 6 x 4 29 00

COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots. Montreal. Toronto
Canadian foundry, No. 1. 19 50
Canadian foundry, No. 2. 19 00
Middleboro, No. 3 pig iron 21 00 24 50
Summerlee, No. 2 pig iron 24 00 25 00
Carron, special 23 50
Carron, soft 22 00
Cleveland, No. 1 22 00
Clarence, No. 3 22 50
Jarrow 25 50
Glengarnock 26 00
Radnor, charcoal iron 33 75 34 50
Ayresno, No. 3 25 00
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50
Angles 2 60
Common bar, per 100 lbs 2 10 2 05
Forged iron, per 100 lbs. 2 25 2 35
Refined iron, per 100 lbs. 2 35 2 40
Horseshoe iron, per 100 lb. 2 35 2 40
Mild steel 2 20 2 20
Sleigh shoe steel 2 15 2 25
Iron finish machinery steel (domestic) 2 15 2 25
Iron finish steel (foreign) 2 20 2 25
Reeled machinery steel 2 20 3 00
Tine steel 2 25
Sheet cast steel 0 15 0 15
Toe cask steel 3 05 3 15
Mining cast steel 0 07 1/2 0 08
High speed 0 65 0 65
Capital tool steel 0 50
Cammell Laird 0 15
Black Diamond too steel. 0 08 0 08
Corona tool steel 0 06 1/2 0 06 1/2
Silver tool steel 0 12 1/2 0 12 1/2
Cold Rolled Shafting.
9-16 to 11-16 inch 0 06
1/2 to 1 7-16 inch 0 06 1/2 0 06 1/2
1 7-16 to 3 inch 0 06
Montreal, 35 and 5, Toronto, 30.

BLACK SHEETS.

Montreal. Toronto
10 gauge 2 80 2 70
12 gauge 2 70 2 75
14 gauge 2 60 2 55
17 gauge 2 60 2 55
18 gauge 2 60 2 55
20 gauge 2 60 2 55
22 gauge 2 65 2 75
24 gauge 2 65 2 75
26 gauge 2 75 2 85
28 gauge 2 80 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 90 3 00
All bright, 52 sheets 3 70 4 15
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45 4 35
60 4 70 4 70 4 60
20x28x80 8 90 8 90 8 70
20x28x80 9 40 9 40 9 20

GALVANIZED SHEETS (CORRU- GATED)

22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Less 10 p.c.

GALVANIZED SHEETS.

B.W. Queen's Fleur-Gordon Gorbals
guage Head de-la-Crown Best Best
16-20 3 70 3 35 3 60 3 70
22-24 3 75 3 40 3 65 3 75
26 4 15 3 80 4 05 4 15
28 4 35 4 15 4 25 4 35
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd.
extra.
"Comet" sheets—
22 3 65
24 3 70
26 4 00
28 4 00

IRON PIPE.

Black. Galv.
1/4 2 04 2 86
1/2 2 72 3 57
3/4 4 26 4 31
1 4 54 6 19
1 1/2 6 19 8 44
13/4 7 48 10 13
2 9 90 13 50

IRON PIPE FITTINGS.

Canadian malleable, 30 and 10; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.
SOIL PIPE AND FITTINGS.
Medium and extra heavy pipe up to 6 inch, 65 p.c. 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.
RANGE BOILERS.
30-gallon, Standard, \$4.75; extra heavy, \$7.00.
KITCHEN SINKS.
Cast iron, 16x24 \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15x24, \$2; 18x30, \$2.35; 18x36, \$3.50.
HEATING APPARATUS.
Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices: Montreal. Toronto
Heavy copper and wire, lb. 0 11 0 11 1/4
Light copper bottoms. 0 09 0 09 1/4
Heavy red brass. 0 10 0 10 1/4
Heavy yellow brass. 0 08 0 08 1/4
Light brass. 0 06 0 06 1/4
Tea lead. 0 02 1/2 0 02 1/2
Heavy lead. 0 02 1/2 0 02 1/2
Scrap zinc. 0 03 0 04
No. 1 wrought iron. 2 00 10 00
Machinery cast scrap, No. 1 15 00 14 50
Stove plate 12 50 13 00
Malleable 9 00 9 00
Miscellaneous steel 5 00 6 00
Old rubbers 0 09 0 08 1/4

LEAD.

Domestic (Trail), pig, 110 lbs. 5 50
Imported pig, per 100 lbs. 5 50
Bar pig, per 100 lbs. 7 00
Sheets, 2 1/2 lb. sq. ft., by roll. 8 00
Sheets, 3 to 6 lb., ft. 7 50
Cut sheets 1/2 c per lb. extra.
Cut sheets to size, 1/4 c per lb. extra.

LEAD PIPE.

Lead pipe, 7 1/2 c, 10 per cent. off.
Lead waste pipe, 9c, 10 per cent. off.
Traps and bends 30 per cent.
SOLDER. Per lb.
Bar, half-and-half, guarant'd 30 3/4 0 30
Wiping 0 23 1/2 0 23 1/2

SHEET ZINC.

5-cwt. casks 8 25 8 00
Part casks 8 50 8 50
Foreign, per 100 lb. 7 50 7 25

SPELTER.

TIN AND TINPLATES.
Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. \$55 00 \$53 00
Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)

Per box
I C, 14x20 base 7 00
I X, 14x20 base 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
"Dominion Crown Best"—Double.
Coated, Tinned.
I C, 14x20 base 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base 9 50 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

Bright Cokes.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00
Charcoal Plates—Terne.
Dean or J. G. Grade—
I C, 20x28, 112 sheets. 8 25
I X, Terne Tin 9 75
Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x65, 50 sheet bxs. 7 50
X X, 14x60, 50 sheet bxs. 7 50
X X, 14x65, 50 sheet bxs. 7 50

Tinned Sheets.

72x30 up to 24 gauge, case 8 00 8 00
lots 8 50
72x30 up to 26 gauge, case 8 50
lots 8 50
WIRE.
Annealed Cut Hay Bailing Wire.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.
Clothes Line Wire.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. b. Hamilton, Toronto, Montreal, London.
Coiled Spring Wire.
High Carbon, No. 9, \$2.30 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras.
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25; No. 26-31, \$4; No. 30-34, 5c. Coiled, 75c.; coiling 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in 1/2-lb. hanks, 38c.; in 1/4-lb. hanks, 50c.; packed in cases or cases, 15c.; bagging or papering, 10c.
Hay Wire in Colls.
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.
Galvanized Wire.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.
Poultry Netting.
2-in. mesh, 19 w.g., 60 p.c. off.
Other sizes 60, and 5 p.c. off.
Poultry netting staples, 55 per cent.
Smooth Steel Wire.
No. 6-9 gauge, \$2.30 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in cases or cases 15c. bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.
Wire Cloth.
Painted Screen, in 100-ft. rolls, \$1.50 per 100 sq. ft.; in 50-ft. rolls, \$1.55 per 100 sq. ft.
Wire Fencing.
Galvanized barb 2 37 1/2
Galvanized, plain twist 2 90
Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B., Montreal.
Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.
Wrought Staples.
Galvanized 2 85
Plain 2 55

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 5-gal. tins 0 80 0 80

In barrels, 5-gal. tins 0 80 0 85

Beeswax.

Per lb. 0 40

Chemicals.

In casks per lb.

Sulphate of copper (bluestone) 0 07

Litharge, ground 0 07

" flaked 0 07 1/2

Green copperas (green vitrol) 0 01

Sugar of Lead 0 09

Colors in Oil.

Venetian red, 1-lb. tins pure 0 12

Chrome yellow, pure 0 18

Golden ochre, pure 0 13

French ocre, pure 0 12

Chrome green, pure 0 10

French permanent green, pure 0 15

Signwriters' black, pure 0 19

Marine black, 25 lb. irons 0 06 1/2

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co. 1 80

Cee Pee Co. enamel 4 50

Sterling Enamels 3 20

Anchor Floorlustr 1 80

Glue. Per lb.

French medal 0 10

German common sheet 0 10

German prima 0 15

White pigfoot 0 15

Brantford medal 0 10

" golden medal 0 11

" brown sheet 0 10

" Golden sheet 0 13

" Gelatine 0 22

" white gelatine 0 28

" white glue 0 12

" 100 flake 0 10

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, 1/4-lb. pack- 1 80

ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Dis- count.

XXL 0 13

XL 0 11 1/2

CL 0 12

C 0 11

Paris Green.

Drums, 50 and 100 lbs. 0 18 1/2 0 18 1/2

Packets, 1-lb., 100 in case. 0 20 1/2 0 20 1/2

" 1/2-lb. 0 22 1/2 0 22 1/2

Tins, 1-lb., 100 in case 0 21 1/2 0 21 1/2

Paris White.

In bbls. 0 90

Pigments.

Orange Mineral, casks 0 08 1/2

100-lb. kegs. 0 08 1/2

Prepared Paints, Per gallon in qt. tins

Sherwin-Williams paint, base 2 00

Canada Paint Co.'s pure 1 75

Globe house paint (Windsor) 1 60

"New Era" house paint (Wind- sor) 1 85

Benj. Moore Co.'s "Egyptian" Brand 1 50

Moore's pure linseed oil H.C. 1 65

Brandram-Henderson's "English" 2 00

Ramsay's paints, pure 1 70

Ramsay's paints, Thistle 1 40

Martin-Senour, 100 p.c. pure 2 00

Senour's floor paints 1 60

Sterling Pure 1 60

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jameson's Crown and Anchor brand 1 60

Plaster of Paris.

Per barrel 2 10

Pine Tar.

Half-pint tins, per dozen 0 60

Putty.

Bulk, in casks 2 45

100-lb. drums 2 70

Bladders, in bbls. 2 90

Red Dry Lead.

Genuine, 56 lb. casks, per cwt 6 25 6 25

Genuine, 100 lb. kegs, per cwt 6 50 6 50

No. 1 casks, per 100 lbs. 6 75 6 75

No. 1 kegs, per 100 lbs. 6 00 6 00

Shingle Stains.

In 5-gallon buckets 0 75

Turpentine and Oil.

Montreal. Toronto

Can. Prime white petroleum, gal. 0 14 0 13 1/2

U.S. Water white " 0 15 1/2 0 14 1/2

U.S. Pratt's astral " 0 19 0 16 1/2

Castor oil, per lb., in bbls. 0 08 0 09

Motor gasoline, single bbls. 0 22 1/2

Benzine, per gal. single bbls. 0 21 1/2

Pure turpentine, single bbls 0 58 0 53

Wood turpentine 0 68

Turpentine, second run 0 60

Linseed Oil " Raw.. 0 57 0 58

" " boiled. 0 60 0 59

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes. Per gal. cans.

Carriage, No. 1 1 50

Pale durable body 3 50

" hard rubbing 3 00

Finest elastic gearing 3 00

Elastic Oak 1 50

Furniture, polishing 2 00



GREETINGS

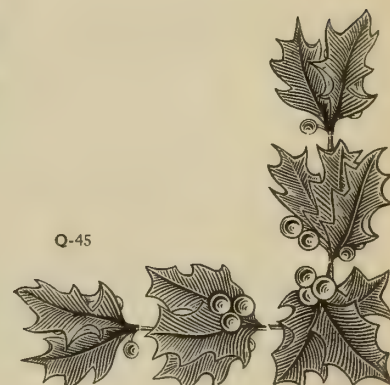
At the close of another banner year, made pleasant by the happiest relations with hundreds of Canadian Retailers, we pause just a moment to wish one and all a Happy and Prosperous New Year, and the renewal of good will and successful trading.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

TORONTO

WINNIPEG

Established in England in 1834



Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits? Your fellow merchants are using them. They'll help you.

ASK FOR BOOK NO. 15.

S. F. BOWSER & COMPANY, INC.,

70-71 FRASER AVE., TORONTO, ONTARIO, CANADA

Made by Canadian Workmen and Sold by Canadian Salesmen.

BRANCHES

32 Victoria St., S.W. London.	5 Rue Denis-Poisson, Paris.
Johannesburg,	Mexico City,
Buenos Aires,	Porto Rico

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885

"A new list every week"

**Do you know any of
these Bowser users?**

Tourtellott Hardware Co.
Port Arthur, Ont.

May Bros., Toronto.

H. Stainton (People's Hwd.)
Toronto.

Central Hardware Co.
Ottawa, Ont.

P. Guenette, Dorval, Que.

Hercule Masson
Terrebonne, Que.

Henri Gougheon, Montreal.

HARDWARE AND METAL.

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 25
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" interior Finish	2 40
"Flint-Lac" coach	1 80
R.H. Ltd. "Gold Medal" cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts.	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 85
No. 1 orange shellac varnish, bbls	1 40

Window Glass.		
Size United	Star	Double
inches.		Diamond.
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 60
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 100	7 50	15 00
101 to 110	8 00	17 50
111 to 120	8 50	20 50

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

White Lead Ground in Oil		
Size United	Star	Double
inches.		Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	4 75	7 75
81 to 90	5 00	8 50
91 to 100	5 25	10 00
101 to 110	5 50	11 00

Irwin's auger	47 1/4
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47 1/4
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5	
Tobin Never Choke, 60 and 5	
Barn Door Hangers, doz. pairs.	
Stearns wood racks	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, dozen	
sets	6 50
Standard jointed hangers,	
dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Door bells, push and turn, 45 and 10	
p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair,	
22c up.	
Sleigh bells, body straps, each, \$1.15	
up.	
Farm bells, No. 1, \$1.65.	

Belting.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10	
per cent.	
Agricultural, not wider than 4 in., 75	
per cent.	

Lace leather, per side, 85c; cut laces,	
95c.	
Brass and Japanned, 40 p.c.	
Per cent.	
Carriage Bolts, common, new,	
\$1 list.	
Carriage Bolts, 1/2 and smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	

(3 list)	55 & 15
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	60
Blank ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80.	

Building Paper, etc.	
Tarred Slats' Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 43
Tarred Fibre, No. 2, 400 ft. roll	0 62
Tarred Fibre Cyclone, 25 lbs., roll	0 60
Dry Cyclone, 15 lbs., roll	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred,	
per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 6 ft.,	
per 100 lbs.	2 60 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll.	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per	
gallon	0 17
Liquid tins cement, 55	0 19
Onide coal tar, per bbl.	4 50
Onide coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

Butts.	
Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per	
bbl.	1 55 1 70
White Bros. English	2 00 2 30
"Lafarge" cement, in wood.	2 05
Fire brick, Scotch, per 1,000	25 00 28 00
" American, low	20 00 21 00
" high.	27 50 35 00
Fire clay (Scotch), net ton	5 50
Chalk and Pencils.	
Carpenters Colored, per gross	0 65 0 80
lead pencils, p. gr.	2 40 6 75

Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lb., 1/4 in., \$6.00;	
5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in.,	
\$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in.,	
\$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in.,	
\$3.40.	
Stall fixtures, 35; trace chain 45; jack-	
chain, iron 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 35 and 5.	

Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. To-	
ronto, Hamilton, London and St.	
Marys, 40 per cent.; f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent. Clamps.	
Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	3 50
Conductor Pipe.	
2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 60
6 " "	9 26

Cotter Pins.	
Cotter pins, 90 p.c. Montreal.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitted, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net	
list.	

Door Sets.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80
Drills.	
Bit stock drills, 2-32 in., doz.	0 67
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

Eavestroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " "	3 31
12 " "	3 88
15 " "	5 53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome	
top, 15c extra. Retinned, 7 1/2 and 5.	
Plain, 7 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Files and Rasps.	

Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	66 1/2
Black Diamond	66 1/2
Delta Files	66 1/2
Nicholson	66 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9 85
Galvanized Ware.	
Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbasins, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1 10
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight, claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 80
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross.	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web.	2 45
Sisal Walters (Snap and Ring).	
" 1/4 in. \$9.00; 7-16 in. \$10.20; 1/2 in.,	
\$11.40; 9-16 in., \$13.20; 5/8 in., \$15.00.	
Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb.	
net	7 25

Heavy T and strap, 5-in., 100 lb.	
net	7 00
Heavy T and strap, 4-in., 100 lb.	
net	6 75
Heavy T and strap, 3-in., 100 lb.	
net	6 00
Heavy T and strap, 10-in. and	
larger	6 00
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5	
p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10,	
\$16.10; No. 20, \$3.50; No. 50, \$17.50;	
No. 61, \$7.75; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No.	
2260, \$19.55; No. 2275, \$21.85; No. 1192,	
\$19.55.	
Chicago hold back screen door, iron,	
gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oar (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	
Hooks.	



WRITE US AT ONCE

Black Diamond TARRED FELT

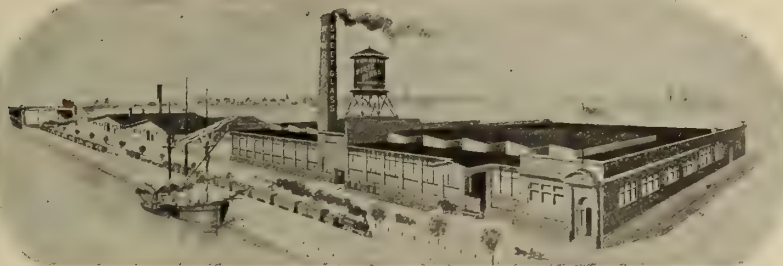
is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

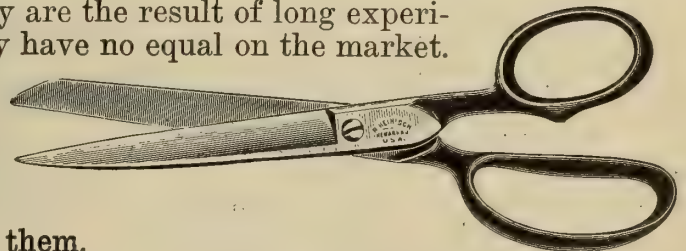
These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction—look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

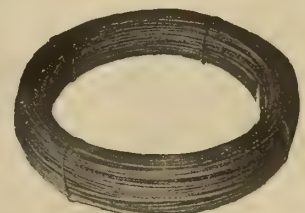
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man



HARDWARE AND METAL

Lumbermen's Supplies.	
Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
Mallets.	
Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
Mats.	
Wire door mats, standard, 16x24, doz.	9 00
Metal Polish.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
Miners Supplies.	
Mattocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
Mops and Ironing Boards.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Nails.	
Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.65; Toronto, \$2.65.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 1/3 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs.	2 85
Oakum.	
Plumbers...per 100 lbs.	4 50
Oilers.	
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
Plated Goods.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singular" and "Alask."	
Nevada silver flatware, 42 per cent.	
Pieced Tin Ware.	
Discount, 35 per cent.	
10 qt. flaring sap buckets, 35 p.c.	
6, 10 and 14 qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
Planes.	
Wood bench, Canadian, 40, American, 25 per cent.	
Wood, fancy, 30 to 35 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
Plough Lines.	
Russia snap	30 00
Indian snap	25 00
Pumps.	
Berg's wing pump, 75 per doz.	
Razors.	
Boker's King Cutter	7 50
Boker's King Cutter	13 20
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1/3 p.c.	
Edelweiss	16 00
Rope and Twine.	
Sisal rope	0 11 1/4
Pure Manila	0 15
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 1/4 in. diam. and over, 17; under 1/4 in., 18.	
Jute, 7-16 and upwards, 10 1/2 c.	
Lath yarn, single	0 10
Lath yarn, double	0 10 1/4
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 99
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging	0 35
Refrigerators.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
Rivets and Burrs.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 35 and 7 1/2 per cent.	
Extras on Coppered Rivets, 1/4 lb. packages 1c per lb.; 1/2 lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 3c per lb.	
Coppered Rivets, net extra, 2 1/2 c per lb.	
Rivet Sets.	
Canadian, 35 to 37 1/2 per cent.	
Rules.	
Boxwood, No. 63, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50
Sad Irons.	
Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	1 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.		
Sand and emery paper, 40 per cent.		
Sash Weights.		
Sectional, 1 lb. each, per 100 lbs...	2 25	
Sectional, 1/2 lb., each, per 100 lbs	2 40	
Solid, 3 to 30 lbs.	1 55	
Sash Cord.		
No. 8, per lb.	0 33	
Atkins Hand and Crosscut, 25 p.c.		
Disston's Hand, 15 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.		
Common doors, 2 or 3 panel, wal-	Doz.	
nut stained, 4-in. style	7 80	
Common doors, 2 or 3 panel, grain-		
ed only, 4-in. style	8 10	
Beaver window screens, 11x18, open		
28 1/2 inches	1 00	
Perfection window screens, 14x15,		
open 22 1/2 inches	1 80	
Model window screens, 14x22, open		
36 1/2 inches	2 25	
Scales.		
Gurney Standard, 35; Champion, 50		
per cent.		
Burrow, Stewart & Milne — Imperial		
Standard, 35; Weigh Beams, 35; Cham-		
pion Scales, 45.		
Fairbanks Standard, 30; Dominion,		
50; Richelieu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel...	Per cent.	
" R.H., bright	85 10 7 1/4	
" F.H., brass	80 10 7 1/4	
" R.H., brass	75 10 7 1/4	
" F.H., bronze	70 10 12 1/4	
" R.H., bronze	70 10 12 1/4	
Drive screws	65 10 12 1/4	
Set, case hardened	85 10 12 1/4	
Square cap	.60	
Hexagon cap	.50 and .05	
Bench, wood, per doz.	.45	
" iron, per doz.	\$5 00	
" " " "	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 30; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65	
North Bros., No. 30 per doz.	1 60	
Scissors and Shears.		
Clauss, nickel scissors and shears, 60;		
Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and		
Japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Starr skates, 37 1/2 per cent.		
Boker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.00, \$6.00.		
Pucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	60 55 and 2 1/2	45
Draining tools	60	65 and 5
Scoops	50 and 5	45 and 5
Hollow backs and		
sand shovels	60	45
Riveted back scoops, 1st, 2nd and 3rd		
grades, 50 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net		
extra. Half Polished Goods, 25c per		
Doz. net extra.		
Squares.		
Disston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz.		
net		\$2 85
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 5.		
Tinners' trimmings, 72 1/2 and 5.		
Sap Spouts.		
Bronzed iron with hooks, per 1,000		
Eureka tinned steel, hooks, per		
1,000		
Staples.		
Poultry netting, 100 lbs.		
Bed, 100 lbs., No. 14		
Blind, per lb.		
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1/3 p.c.		
Stove Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths...		
7 inch, per 100 lengths		
Nestable, 40 per cent.		
Stovepipe Elbows.		
5 and 6-inch common, per doz.		
7-inch, per doz.		
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock.		
Stones—Oil and Scythe.		
Washite		
Hindustan		
" slip		
" Axe		
Deer Creek		
Deerlick		
" "		
Lily white		
Arkansas		
Water-of-Ayr		

Scythe	per gross	3 50	5 00
Tacks, Brads, Etc.			
Carpet tacks, blue, 30 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5 in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; cop- per nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double point- ed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80			
Tape Lines.			
Universal, ass skin, No. 714, 66 ft., doz.			3 00
Lufkins, linen, No. 404, 66 ft., ea.			0 94
" steel, No. 264, 66 ft., each			3 50
Chesterman's linen, No. 1822, 66 ft., each			1 10
Chesterman's Metallic, No. 1821...			1 95
" Steel, No. 1840, 50 ft.			
Trowels.			
Disston's, 10 per cent.			
Thermometers.			
Tin case and dairy, 75 to 75 and 10 p. c.			
Tinners' Snips.			
Tinners' Trimmings.			
Discount, 45 per cent.			
Plain and retinned, 75 and 12 1/2.			
Traps (Steel Game).			
Newhouse, 30 per cent.			
Hawley & Norton, 40, 10 and 5 p. c.			
Victor, 60 and 5 per cent.			
Oneida Jump (Star), 50, 10 and 5 p. c.			
Traps (Rat and Mouse)			
Out O' Sight Mouse Traps		Doz.	0 60
" Rat Traps			1 20
Easy Set Mouse Traps			0 45
" Rat			0 95
Blizzard Mouse Traps			0 45
" Rat Traps			0 95
Hold-Fast (formerly Devil) Mouse Traps			
Hold-Fast (formerly Devil) Rat Trap			0 25
5-Hole Tin Chokers			0 80
Vises.			
Per pound		0 12	0 12 1/2
Hinged pipe vise, 25 lbs.			3 55
Saw vise			4 50
Blacksmiths', 60; parallel, 45 per cent.			5 00
Washing Machines.			
New Ontario			41 25
Round, re-acting, per doz.			81 25
Square, re-acting, per doz.			77 50
Dowsell			52 50
New Century, Style A			101 25
Ideal Power			180 00
Daisy			73 25
Stephenson			74 00
Puritan Motor			165 00
Connor, improved			52 50
Ottawa			55 00
Connor Ball Bearing			112 50
Connor Gearless Motor Washer			180 00
20 per cent.			
Wringers.			
Royal Canadian, 11 in., doz.			47 75
Eze, 10 in., per doz.			46 75
Ricicle, 11 inch.			60 50
Trojan, 12 inch			100 00
Challenge, 3 year, 11 inch			53 25
Ottawa, 3 year, 11 inch			53 25
Favorite, 5 year, 11 inch			61 75
20 per cent.			
Wheelbarrows.			
Navy, steel wheel, dozen			21 20
Garden, steel wheel, dozen			32 40
Whiffletrees.			
Tubular steel whiffletrees, 28 in.		0 70	
" " 34 in.		1 00	
" " 36 in.		1 25	
" " neckyokes, 36 in.		1 25	
" " doubletrees, 40 in.		0 95	
" " lumbermans, 44 in.		0 95	
Wood Handles.			
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.			
Extra ash fork, hoe, rake and shovel handles, 45 per cent.			
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.			
Carriage neckyokes, oval and whiffles, carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.			
Team neckyokes oval and round whiffle- trees, hickory and ash, 35 per cent.			
All other ash goods, 40 per cent.			
All hickory, maple and oak goods, 35 per cent.			
Wrenches.			
Agricultural, 67 1/2 per cent.			
Wrought Iron Washers.			
Canadian, 45 per cent.			
WINNIPEG HARDWARE QUOTATIONS.			
Ax Handles—Oval and octagon, s.e. hickory, \$.50; No. 1, \$.24; 2, \$1.95 p.g. oak, \$.29.			
Auger Bits—Irwin's bits, 47 1/2; other bits, 10 and 10 per cent.			
Barn Wire—Lynan 4 pt., \$1.86 f.o.b. Port William; \$2.26 per spool of 80 rods f.o.b. Winnipeg; Guiden 2 pt., \$1.71 f.o.b. Port William; \$2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2			

\$1.73 f.o.b. Winnipeg; Waukegan 2 pt., \$1.74 f.o.b. Fort William; \$2.12 per spool f.o.b. Winnipeg; Alberta 2 pt. \$1.73 f.o.b. Fort William, \$2.05 per spool f.o.b. Winnipeg; American special, 2 pt., \$1.45 f.o.b. Fort William; \$1.73 per spool f.o.b. Winnipeg; plain twist, \$2.80 f.o.b. Fort William, \$3.20 per 100 lb. f.o.b. Winnipeg; coil spring wire, No. 9, \$2.07 per 100 lbs., Fort William; \$2.50 at Winnipeg.

Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 50 1/2; 7-16 and up, 40 1/2 c.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$1.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.25 per keg base. Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c. Crowbars—4 1/2 c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20. Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2 c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$4.20; 18 gage, \$4.20; 20 gage, \$4.20; 22 and 24, \$4.40; 26, \$4.50; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.85; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 4, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron pipe, black—1/2 inch, \$2.40; 3/4 inch, 2.55; 1 inch, \$3.35; 1 1/4 inch, \$4.05; 1 3/4 inch, \$4.75; 2 inch, \$5.45; 2 1/2 inch, \$6.15; 3 inch, \$6.85; 3 1/2 inch, \$7.55; 4 inch, \$8.25; 4 1/2 inch, \$8.95; 5 inch, \$9.65; 5 1/2 inch, \$10.35; 6 inch, \$11.05; 6 1/2 inch, \$11.75; 7 inch, \$12.45; 7 1/2 inch, \$13.15; 8 inch, \$13.85; 8 1/2 inch, \$14.55; 9 inch, \$15.25; 9 1/2 inch, \$15.95; 10 inch, \$16.65; 10 1/2 inch, \$17.35; 11 inch, \$18.05; 11 1/2 inch, \$18.75; 12 inch, \$19.45; 12 1/2 inch, \$20.15; 13 inch, \$20.85; 13 1/2 inch, \$21.55; 14 inch, \$22.25; 14 1/2 inch, \$22.95; 15 inch, \$23.65; 15 1/2 inch, \$24.35; 16 inch, \$25.05; 16 1/2 inch, \$25.75; 17 inch, \$26.45; 17 1/2 inch, \$27.15; 18 inch, \$27.85; 18 1/2 inch, \$28.55; 19 inch, \$29.25; 19 1/2 inch, \$29.95; 20 inch, \$30.65; 20 1/2 inch, \$31.35; 21 inch, \$32.05; 21 1/2 inch, \$32.75; 22 inch, \$33.45; 22 1/2 inch, \$34.15; 23 inch, \$34.85; 23 1/2 inch, \$35.55; 24 inch, \$36.25; 24 1/2 inch, \$36.95; 25 inch, \$37.65; 25 1/2 inch, \$38.35; 26 inch, \$39.05; 26 1/2 inch, \$39.75; 27 inch, \$40.45; 27 1/2 inch, \$41.15; 28 inch, \$41.85; 28 1/2 inch, \$42.55; 29 inch, \$43.25; 29 1/2 inch, \$43.95; 30 inch, \$44.65; 30 1/2 inch, \$45.35; 31 inch, \$46.05; 31 1/2 inch, \$46.75; 32 inch, \$47.45; 32 1/2 inch, \$48.15; 33 inch, \$48.85; 33 1/2 inch, \$49.55; 34 inch, \$50.25; 34 1/2 inch, \$50.95; 35 inch, \$51.65; 35 1/2 inch, \$52.35; 36 inch, \$53.05; 36 1/2 inch, \$53.75; 37 inch, \$54.45; 37 1/2 inch, \$55.15; 38 inch, \$55.85; 38 1/2 inch, \$56.55; 39 inch, \$57.25; 39 1/2 inch, \$57.95; 40 inch, \$58.65; 40 1/2 inch, \$59.35; 41 inch, \$60.05; 41 1/2 inch, \$60.75; 42 inch, \$61.45; 42 1/2 inch, \$62.15; 43 inch, \$62.85; 43 1/2 inch, \$63.55; 44 inch, \$64.25; 44 1/2 inch, \$64.95; 45 inch, \$65.65; 45 1/2 inch, \$66.35; 46 inch, \$67.05; 46 1/2 inch, \$67.75; 47 inch, \$68.45; 47 1/2 inch, \$69.15; 48 inch, \$69.85; 48 1/2 inch, \$70.55; 49 inch, \$71.25; 49 1/2 inch, \$71.95; 50 inch, \$72.65; 50 1/2 inch, \$73.35; 51 inch, \$74.05; 51 1/2 inch, \$74.75; 52 inch, \$75.45; 52 1/2 inch, \$76.15; 53 inch, \$76.85; 53 1/2 inch, \$77.55; 54 inch, \$78.25; 54 1/2 inch, \$78.95; 55 inch, \$79.65; 55 1/2 inch, \$80.35; 56 inch, \$81.05; 56 1/2 inch, \$81.75; 57 inch, \$82.45; 57 1/2 inch, \$83.15; 58 inch, \$83.85; 58 1/2 inch, \$84.55; 59 inch, \$85.25; 59 1/2 inch, \$85.95; 60 inch, \$86.65; 60 1/2 inch, \$87.35; 61 inch, \$88.05; 61 1/2 inch, \$88.75; 62 inch, \$89.45; 62 1/2 inch, \$90.15; 63 inch, \$90.85; 63 1/2 inch, \$91.55; 64 inch, \$92.25; 64 1/2 inch, \$92.95; 65 inch, \$93.65; 65 1/2 inch, \$94.35; 66 inch, \$95.05; 66 1/2 inch, \$95.75; 67 inch, \$96.45; 67 1/2 inch, \$97.15; 68 inch, \$97.85; 68 1/2 inch, \$98.55; 69 inch, \$99.25; 69 1/2 inch, \$99.95; 70 inch, \$100.65; 70 1/2 inch, \$101.35; 71 inch, \$102.05; 71 1/2 inch, \$102.75; 72 inch, \$103.45; 72 1/2 inch, \$104.15; 73 inch, \$104.85; 73 1/2 inch, \$105.55; 74 inch, \$106.25; 74 1/2 inch, \$106.95; 75 inch, \$107.65; 75 1/2 inch, \$108.35; 76 inch, \$109.05; 76 1/2 inch, \$109.75; 77 inch, \$110.45; 77 1/2 inch, \$111.15; 78 inch, \$111.85; 78 1/2 inch, \$112.55; 79 inch, \$113.25; 79 1/2 inch, \$113.95; 80 inch, \$114.65; 80 1/2 inch, \$115.35; 81 inch, \$116.05; 81 1/2 inch, \$116.75; 82 inch, \$117.45; 82 1/2 inch, \$118.15; 83 inch, \$118.85; 83 1/2 inch, \$119.55; 84 inch, \$120.25; 84 1/2 inch, \$120.95; 85 inch, \$121.65; 85 1/2 inch, \$122.35; 86 inch, \$123.05; 86 1/2 inch, \$123.75; 87 inch, \$124.45; 87 1/2 inch, \$125.15; 88 inch, \$125.85; 88 1/2 inch, \$126.55; 89 inch, \$127.25; 89 1/2 inch, \$127.95; 90 inch, \$128.65; 90 1/2 inch, \$129.35; 91 inch, \$130.05; 91 1/2 inch, \$130.75; 92 inch, \$131.45; 92 1/2 inch, \$132.15; 93 inch, \$132.85; 93 1/2 inch, \$133.55; 94 inch, \$134.25; 94 1/2 inch, \$134.95; 95 inch, \$135.65; 95 1/2 inch, \$136.35; 96 inch, \$137.05; 96 1/2 inch, \$137.75; 97 inch, \$138.45; 97 1/2 inch, \$139.15; 98 inch, \$139.85; 98 1/2 inch, \$140.55; 99 inch, \$141.25; 99 1/2 inch, \$141.95; 100 inch, \$142.65; 100 1/2 inch, \$143.35; 101 inch, \$144.05; 101 1/2 inch, \$144.75; 102 inch, \$145.45; 102 1/2 inch, \$146.15; 103 inch, \$146.85; 103 1/2 inch, \$147.55; 104 inch, \$148.25; 104 1/2 inch, \$148.95; 105 inch, \$149.65; 105 1/2 inch, \$150.35; 106 inch, \$151.05; 106 1/2 inch, \$151.75; 107 inch, \$152.45; 107 1/2 inch, \$153.15; 108 inch, \$153.85; 108 1/2 inch, \$154.55; 109 inch, \$155.25; 109 1/2 inch, \$155.95; 110 inch, \$156.65; 110 1/2 inch, \$157.35; 111 inch, \$158.05; 111 1/2 inch, \$158.75; 112 inch, \$159.45; 112 1/2 inch, \$160.15; 113 inch, \$160.85; 113 1/2 inch, \$161.55; 114 inch, \$162.25; 114 1/2 inch, \$162.95; 115 inch, \$163.65; 115 1/2 inch, \$164.35; 116 inch, \$165.05; 116 1/2 inch, \$165.75; 117 inch, \$166.45; 117 1/2 inch, \$167.15; 118 inch, \$167.85; 118 1/2 inch, \$168.55; 119 inch, \$169.25; 119 1/2 inch, \$169.95; 120 inch, \$170.65; 120 1/2 inch, \$171.35; 121 inch, \$172.05; 121 1/2 inch, \$172.75; 122 inch, \$173.45; 122 1/2 inch, \$174.15; 123 inch, \$174.85; 123 1/2 inch, \$175.55; 124 inch, \$176.25; 124 1/2 inch, \$176.95; 125 inch, \$177.65; 125 1/2 inch, \$178.35; 126 inch, \$179.05; 126 1/2 inch, \$179.75; 127 inch, \$180.45; 127 1/2 inch, \$181.15; 128 inch, \$181.85; 128 1/2 inch, \$182.55; 129 inch, \$183.25; 129 1/2 inch, \$183.95; 130 inch, \$184.65; 130 1/2 inch, \$185.35; 131 inch, \$186.05; 131 1/2 inch, \$186.75; 132 inch, \$187.45; 132 1/2 inch, \$188.15; 133 inch, \$188.85; 133 1/2 inch, \$189.55; 134 inch, \$190.25; 134 1/2 inch, \$190.95; 135 inch, \$191.65; 135 1/2 inch, \$192.35; 136 inch, \$193.05; 136 1/2 inch, \$193.75; 137 inch, \$194.45; 137 1/2 inch, \$195.15; 138 inch, \$195.85; 138 1/2 inch, \$196.55; 139 inch, \$197.25; 139 1/2 inch, \$197.95; 140 inch, \$198.65; 140 1/2 inch, \$199.35; 141 inch, \$200.05; 141 1/2 inch, \$200.75; 142 inch, \$201.45; 142 1/2 inch, \$202.15; 143 inch, \$202.85; 143 1/2 inch, \$203.55; 144 inch, \$204.25; 144 1/2 inch, \$204.95; 145 inch, \$205.65; 145 1/2 inch, \$206.35; 146 inch, \$207.05; 146 1/2 inch, \$207.75; 147 inch, \$208.45; 147 1/2 inch, \$209.15; 148 inch, \$209.85; 148 1/2 inch, \$210.55; 149 inch, \$211.25; 149 1/2 inch, \$211.95; 150 inch, \$212.65; 150 1/2 inch, \$213.35; 151 inch, \$214.05; 151 1/2 inch, \$214.75; 152 inch, \$215.45; 152 1/2 inch, \$216.15; 153 inch, \$216.85; 153 1/2 inch, \$217.55; 154 inch, \$218.25; 154 1/2 inch, \$218.95; 155 inch, \$219.65; 155 1/2 inch, \$220.35; 156 inch, \$221.05; 156 1/2 inch, \$221.75; 157 inch, \$222.45; 157 1/2 inch, \$223.15; 158 inch, \$223.85; 158 1/2 inch, \$224.55; 159 inch, \$225.25; 159 1/2 inch, \$225.95; 160 inch, \$226.65; 160 1/2 inch, \$227.35; 161 inch, \$228.05; 161 1/2 inch, \$228.75; 162 inch, \$229.45; 162 1/2 inch, \$230.15; 163 inch, \$230.85; 163 1/2 inch, \$231.55; 164 inch, \$232.25; 164 1/2 inch, \$232.95; 165 inch, \$233.65; 165 1/2 inch, \$234.35; 166 inch, \$235.05; 166 1/2 inch, \$235.75; 167 inch, \$236.45; 167 1/2 inch, \$237.15; 168 inch, \$237.85; 168 1/2 inch, \$238.55; 169 inch, \$239.25; 169 1/2 inch, \$239.95; 170 inch, \$240.65; 170 1/2 inch, \$241.35; 171 inch, \$242.05; 171 1/2 inch, \$242.75; 172 inch, \$243.45; 172 1/2 inch, \$244.15; 173 inch, \$244.85; 173 1/2 inch, \$245.55; 174 inch, \$246.25; 174 1/2 inch, \$246.95; 175 inch, \$247.65; 175 1/2 inch, \$248.35; 176 inch, \$249.05; 176 1/2 inch, \$249.75; 177 inch, \$250.45; 177 1/2 inch, \$251.15; 178 inch, \$251.85; 178 1/2 inch, \$252.55; 179 inch, \$253.25; 179 1/2 inch, \$253.95; 180 inch, \$254.65; 180 1/2 inch, \$255.35; 181 inch, \$256.05; 181 1/2 inch, \$256.75; 182 inch, \$257.45; 182 1/2 inch, \$258.15; 183 inch, \$258.85; 183 1/2 inch, \$259.55; 184 inch, \$260.25; 184 1/2 inch, \$260.95; 185 inch, \$261.65; 185 1/2 inch, \$262.35; 186 inch, \$263.05; 186 1/2 inch, \$263.75; 187 inch, \$264.45; 187 1/2 inch, \$265.15; 188 inch, \$265.85; 188 1/2 inch, \$266.55; 189 inch, \$267.25; 189 1/2 inch, \$267.95; 190 inch, \$268.65; 190 1/2 inch, \$269.35; 191 inch, \$270.05; 191 1/2 inch, \$270.75; 192 inch, \$271.45; 192 1/2 inch, \$272.15; 193 inch, \$272.85; 193 1/2 inch, \$273.55; 194 inch, \$274.25; 194 1/2 inch, \$274.95; 195 inch, \$275.65; 195 1/2 inch, \$276.35; 196 inch, \$277.05; 196 1/2 inch, \$277.75; 197 inch, \$278.45; 197 1/2 inch, \$279.15; 198 inch, \$279.85; 198 1/2 inch, \$280.55; 199 inch, \$281.25; 199 1/2 inch, \$281.95; 200 inch, \$282.65; 200 1/2 inch, \$283.35; 201 inch, \$284.05; 201 1/2 inch, \$284.75; 202 inch, \$285.45; 202 1/2 inch, \$286.15; 203 inch, \$286.85; 203 1/2 inch, \$287.55; 204 inch, \$288.25; 204 1/2 inch, \$288.95; 205 inch, \$289.65; 205 1/2 inch, \$290.35; 206 inch, \$291.05; 206 1/2 inch, \$291.75; 207 inch, \$292.45; 207 1/2 inch, \$293.15; 208 inch, \$293.85; 208 1/2 inch, \$294.55; 209 inch, \$295.25; 209 1/2 inch, \$295.95; 210 inch, \$296.65; 210 1/2 inch, \$297.35; 211 inch, \$298.05; 211 1/2 inch, \$298.75; 212 inch, \$299.45; 212 1/2 inch, \$300.15; 213 inch, \$300.85; 213 1/2 inch, \$301.55; 214 inch, \$302.25; 214 1/2 inch, \$302.95; 215 inch, \$303.65; 215 1/2 inch, \$304.35; 216 inch, \$305.05; 216 1/2 inch, \$305.75; 217 inch, \$306.45; 217 1/2 inch, \$307.15; 218 inch, \$307.85; 218 1/2 inch, \$308.55; 219 inch, \$309.25; 219 1/2 inch, \$309.95; 220 inch, \$310.65; 220 1/2 inch, \$311.35; 221 inch, \$312.05; 221 1/2 inch, \$312.75; 222 inch, \$313.45; 222 1/2 inch, \$314.15; 223 inch, \$314.85; 223 1/2 inch, \$315.55; 224 inch, \$316.25; 224 1/2 inch, \$316.95; 225 inch, \$317.65; 225 1/2 inch, \$318.35; 226 inch, \$319.05; 226 1/2 inch, \$319.75; 227 inch, \$320.45; 227 1/2 inch, \$321.15; 228 inch, \$321.85; 228 1/2 inch, \$322.55; 229 inch, \$323.25; 229 1/2 inch, \$323.95; 230 inch, \$324.65; 230 1/2 inch, \$325.35; 231 inch, \$326.05; 231 1/2 inch, \$326.75; 232 inch, \$327.45; 232 1/2 inch, \$328.15; 233 inch, \$328.85; 233 1/2 inch, \$329.55; 234 inch, \$330.25; 234 1/2 inch, \$330.95; 235 inch, \$331.65; 235 1/2 inch, \$332.35; 236 inch, \$333.05; 236 1/2 inch, \$333.75; 237 inch, \$334.45; 237 1/2 inch, \$335.15; 238 inch, \$335.85; 238 1/2 inch, \$336.55; 239 inch, \$337.25; 239 1/2 inch, \$337.95; 240 inch, \$338.65; 240 1/2 inch, \$339.35; 241 inch, \$340.05; 241 1/2 inch, \$340.75; 242 inch, \$341.45; 242 1/2 inch, \$342.15; 243 inch, \$342.85; 243 1/2 inch, \$343.55; 244 inch, \$344.25; 244 1/2 inch, \$344.95; 245 inch, \$345.65; 245 1/2 inch, \$346.35; 246 inch, \$347.05; 246 1/2 inch, \$347.75; 247 inch, \$348.45; 247 1/2 inch, \$349.15; 248 inch, \$349.85; 248 1/2 inch, \$350.55; 249 inch, \$351.25; 249 1/2 inch, \$351.95; 250 inch, \$352.65; 250 1/2 inch, \$353.35; 251 inch, \$354.05; 251 1/2 inch, \$354.75; 252 inch, \$355.45; 252 1/2 inch, \$356.15; 253 inch, \$356.85; 253 1/2 inch, \$357.55; 254 inch, \$358.25; 254 1/2 inch, \$358.95; 255 inch, \$359.65; 255 1/2 inch, \$360.35; 256 inch, \$361.05; 256 1/2 inch, \$361.75; 257 inch, \$362.45; 257 1/2 inch, \$363.15; 258 inch, \$363.85; 258 1/2 inch, \$364.55; 259 inch, \$365.25; 259 1/2 inch, \$365.95; 260 inch, \$366.65; 260 1/2 inch, \$367.35; 261 inch, \$368.05; 261 1/2 inch, \$368.75; 262 inch, \$369.45; 262 1/2 inch, \$370.15; 263 inch, \$370.85; 263 1/2 inch, \$371.55; 264 inch, \$372.25; 264 1/2 inch, \$372.95; 265 inch, \$373.65; 265 1/2 inch, \$374.35; 266 inch, \$375.05; 266 1/2 inch, \$375.75; 267 inch, \$376.45; 267 1/2 inch, \$377.15; 268 inch, \$377.85; 268 1/2 inch, \$378.55; 269 inch, \$379.25; 269 1/2 inch, \$379.95; 270 inch, \$380.65; 270 1/2 inch, \$381.35; 271 inch, \$382.05; 271 1/2 inch, \$382.75; 272 inch, \$383.45; 272 1/2 inch, \$384.15; 273 inch, \$384.85; 273 1/2 inch, \$385.55; 274 inch, \$386.25; 274 1/2 inch, \$386.95; 275 inch, \$387.65; 275 1/2 inch, \$388.35; 276 inch, \$389.05; 276 1/2 inch, \$389.75; 277 inch, \$390.45; 277 1/2 inch, \$391.15; 278 inch, \$391.85; 278 1/2 inch, \$392.55; 279 inch, \$393.25; 279 1/2 inch, \$393.95; 280 inch, \$394.65; 280 1/2 inch, \$395.35; 281 inch, \$396.05; 281 1/2 inch, \$396.75; 282 inch, \$397.45; 282 1/2 inch, \$398.15; 283 inch, \$398.85; 283 1/2 inch, \$399.55; 284 inch, \$400.25; 284 1/2 inch, \$400.95; 285 inch, \$401.65; 285 1/2 inch, \$402.35; 286 inch, \$403.05; 286 1/2 inch, \$403.75; 287 inch, \$404.45; 287 1/2 inch, \$405.15; 288 inch, \$405.85; 288 1/2 inch, \$406.55; 289 inch, \$407.25; 289 1/2 inch, \$407.95; 290 inch, \$408.65; 290 1/2 inch, \$409.35; 291 inch, \$410.05; 291 1/2 inch, \$410.75; 292 inch, \$411.45; 292 1/2 inch, \$412.15; 293 inch, \$412.85; 293 1/2 inch, \$413.55; 294 inch, \$414.25; 294 1/2 inch, \$414.95; 295 inch, \$415.65; 295 1/2 inch, \$416.35; 296 inch, \$417.05; 296 1/2 inch, \$417.75; 297 inch, \$418.45; 297 1/2 inch, \$419.15; 298 inch, \$419.85; 298 1/2 inch, \$420.55; 299 inch, \$421.25; 299 1/2 inch, \$421.95; 300 inch, \$422.65; 300 1/2 inch, \$423.35; 301 inch, \$424.05; 301 1/2 inch, \$424.75; 302 inch, \$425.45; 302 1/2 inch, \$426.15; 303 inch, \$426.85; 303 1/2 inch, \$427.55; 304 inch, \$428.25; 304 1/2 inch, \$428.95; 305 inch, \$429.65; 305 1/2 inch, \$430.35; 306 inch, \$431.05; 306 1/2 inch, \$431.75; 307 inch, \$432.45; 307 1/2 inch, \$433.15; 308 inch, \$433.85; 308 1/2 inch, \$434.55; 309 inch, \$435.25; 309 1/2 inch, \$435.95; 310 inch, \$436.65; 310 1/2 inch, \$437.35; 311 inch, \$438.05; 311 1/2 inch, \$438.75; 312 inch, \$439.45; 312 1/2 inch, \$440.15; 313 inch, \$440.85; 313 1/2 inch, \$441.55; 314 inch, \$442.25; 314 1/2 inch, \$442.95; 315 inch, \$443.65; 315 1/2 inch, \$444.35; 316 inch, \$445.05; 316 1/2 inch, \$445.75; 317 inch, \$446.45; 317 1/2 inch, \$447.15; 318 inch, \$447.85; 318 1/2 inch, \$448.55; 319 inch, \$449.25; 319 1/2 inch, \$449.95; 320 inch, \$450.65; 320 1/2 inch, \$451.35; 321 inch, \$452.05; 321 1/2 inch, \$452.75; 322 inch, \$453.45; 322 1/2 inch, \$454.15; 323 inch, \$454.85; 323 1/2 inch, \$455.55; 324 inch, \$456.25; 324 1/2 inch, \$456.95; 325 inch, \$457.65; 325 1/2 inch, \$458.35; 326 inch, \$459.05; 326 1/2 inch, \$459.75; 327 inch, \$460.45; 327 1/2 inch, \$461.15; 328 inch, \$461.85; 328 1/2 inch, \$462.55; 329 inch, \$463.25; 329 1/2 inch, \$463.95; 330 inch, \$464.65; 330 1/2 inch, \$465.35; 331 inch, \$466.05; 331 1/2 inch, \$466.75; 332 inch, \$467.45; 332 1/2 inch, \$468.15; 333 inch, \$468.85; 333 1/2 inch, \$469.55; 334 inch, \$470.25; 334 1/2 inch, \$470.95; 335 inch, \$471.65; 335 1/2 inch, \$472.35; 336 inch, \$473.05; 336 1/2 inch, \$473.75; 337 inch, \$474.45; 337 1/2 inch, \$475.15; 338 inch, \$475.85; 338 1/2 inch, \$476.55; 339 inch, \$477.25; 339 1/2 inch, \$477.95; 340 inch, \$478.65; 340 1/2 inch, \$479.35; 341 inch, \$480.05; 341 1/2 inch, \$480.75; 342 inch, \$481.45; 342 1/2 inch, \$482.15; 343 inch, \$482.85; 343 1/2 inch, \$483.55; 344 inch, \$484.25; 344 1/2 inch, \$484.95; 345 inch, \$485.65; 345 1/2 inch, \$486.35; 346 inch, \$487.05; 346 1/2 inch, \$487.75; 347 inch, \$488.45; 347 1/2 inch, \$489.15; 348 inch, \$489.85; 348 1/2 inch, \$490.55; 349 inch, \$491.25; 349 1/2 inch, \$491.95; 350 inch, \$492.65; 350 1/2 inch, \$493.35; 351 inch, \$494.05; 351 1/2 inch, \$494.75; 352 inch, \$495.45; 352 1/2 inch, \$496.15; 353 inch, \$496.85; 353 1/2 inch, \$497.55; 354 inch, \$498.25; 354 1/2 inch, \$498.95; 355 inch, \$499.65; 355 1/2 inch, \$500.35; 356 inch, \$501.05; 356 1/2 inch, \$501.75; 357 inch, \$502.4

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD
LIKE IT.

WHY NOT STOCK IT FOR
THE WINTER TRADE?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co.
Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.

MOORE'S SANIFLAT—A Washable Flat Oil Paint.

MOORE'S T-45—An all-around Interior Varnish.

MOORE'S HOUSE COLORS—A Pure Linseed Oil
Paint.

MOORE'S CONCRETE COATING—A Waterproof
Coating for Cement, Plaster and Bricks.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CHICAGO

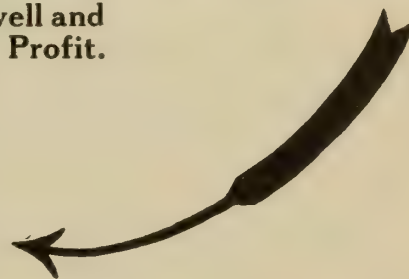
CLEVELAND

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLORS

A Line Which Sells well and
Pays a Substantial Profit.



The Beauty and Durability Make
a Hit with the Housewife.

Dries as hard as a stone and as smooth as silk.
Looks like expensive ingrain wall paper and can be
stencilled over. The housewife can wash it without soiling
its finish.

Boost SILKSTONE this winter and see what splendid
results it will bring you.

Write for our agency proposition and color cards.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

Branch at Calgary, Alta.

CANADA

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance):—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

FOR SALE

250 H.P. STATIONARY ENGINE BUILT BY old John Abell Engine Works, in first-class condition, can be seen running, must sell, are electrifying plant." The Canadian Rumely Company, Ltd., 48 Abell St. 51

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILITY by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668, Hardware and Metal, Toronto. 18-21t

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — BY A WELL ESTABLISHED manufacturing firm, a traveller thoroughly acquainted with the Western Canada hardware trade, and who would be willing to invest one or two thousand dollars in stock. Give all particulars, re references, etc., in first application. Apply to Box 721, Hardware and Metal, Toronto. (1)

WANTED — EXPERIENCED HARDWARE salesman—a hustler, competent to take charge in absence of manager, and go out after trade. Good store and stock in a live Saskatchewan town. Must be of good habits and appearance, preferable one that would take a financial interest in the business. Good wages for the right man. Box 724, Hardware and Metal. (52)

PARTNER WANTED

ADVERTISER IN WINNIPEG WITH SEVERAL splendid agencies desires partner who would work Eastern Canada. Traveller preferred with sound experience. Box 722, Hardware and Metal, Toronto. (52)

AGENCIES WANTED

MANUFACTURER'S AGENTS WITH ESTABLISHED connection through the West, with Winnipeg offices, are looking for a few first class agencies. One of the partners will be in Toronto beginning of January. Write Box 723, Hardware and Metal, Toronto. (1)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

SALESMANSHIP, DEPARTMENT AND SYSTEM, by William A. Corbly. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

BUSINESS CHANCES

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated \$12,000 to \$15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

SALES MANAGER WANTED.

SALES MANAGER WANTED — WE HAVE an opening in the MacLean organization for a man of good address and education, with practical business experience in the hardware or general store trade, preferably a man with retail experience, who has also held position of sales manager and made a success of his work. This is a good opportunity for the man who can qualify. Apply, giving full particulars of present and past employment to General Manager, MacLean Publishing Co., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

PATENT NOTICE.

The undersigned, owners of Canadian Patent No. 129,944, of December 20th, 1910, covering improvements in Wire Drawing Appliances, will sell the right to use, or grant licenses for the manufacture and use of same, or supply the apparatus itself.

Some of the advantages of the appliance are: That it may be applied to existing outfits at small cost for mechanism.

As much wire can be made in 8 hours with it as would take 9 hours with the best Draw Bar Apparatus on the market to produce, which has been proven by two years' operations in the plant of James Pender & Co., Limited, St. John, N.B.

A saving of approximately $\frac{3}{4}$ Horse Power per Block and about $\frac{1}{2}\%$ in waste on all wire drawn from five rods.

The aggregate of these advantages results in a saving of about 20c per Block per day of ten hours, or \$60.00 per Block per year.

Apply to
JAMES PENDER and JOHN F. PENDER,
Patentees, St. John, N.B.

A want ad. in this paper will bring replies from all parts of Canada.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Wharf at Windsor, Ont.," will be received at this office until 4.00 P.M., on Monday, January 13, 1913, for the construction of a Wharf at Windsor, Essex County, Ont.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of H. J. Lamb, Esq., District Engineer, Windsor, Ont.; and J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signatures, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10%) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,

Ottawa, December 16, 1912.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—32066.



SEALED TENDERS, addressed to the undersigned, and endorsed, "Tender for Construction of Six Steel Hopper Scows, 300 yards capacity each," will be received at this office until 4 p.m., on Tuesday, January 7, 1913, for the construction of Six 300 cubic yards capacity Steel Hopper Scows.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont.; C. E. W. Dodwell, Esq., District Engineer, Halifax, N.S., and H. H. Donnelly, Esq., Supt. of Dredges, St John, N.B.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works,

Ottawa, December 13, 1912.

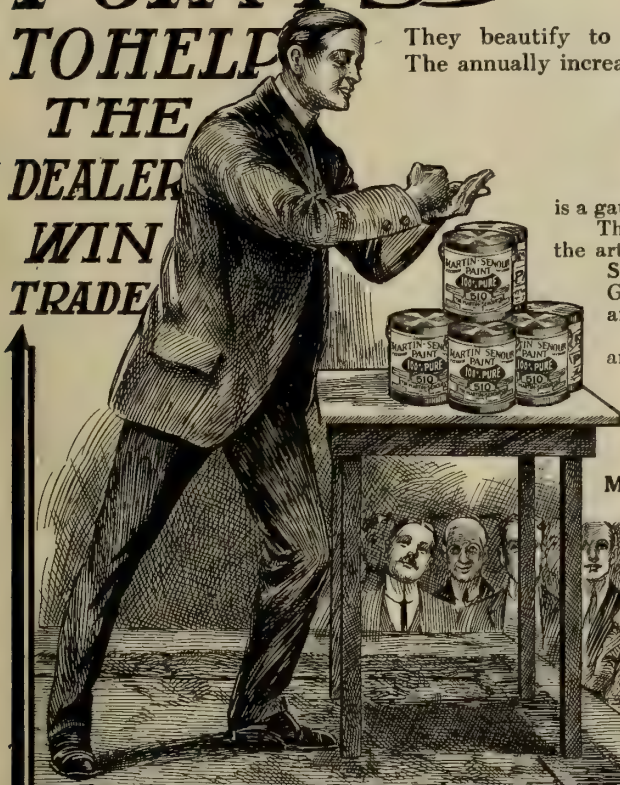
Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—32189.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

SELLING POINTS

TO HELP

THE
DEALER
WIN
TRADE



THE ARTISTIC SIDE OF PAINT

As wealth accumulates, society demands better things. Property owners realizing their debt to society improve their property to satisfy its demand.

They beautify to merit approval—and soon get to delight in things artistic. The annually increasing sales of

MARTIN-SENOUR PAINT

100% PURE

is a gauge of the advance of artistic taste brought to a practical issue.

The paint dealer who takes advantage of prevailing conditions encourages the artistic side of paint. He cultivates it and caters to it with **MARTIN-SENOUR** Paint—the kind that satisfies the most exacting requirements. Get in that class Mr. Dealer—put your paint business on a higher plane and get more profit.

Better not delay getting the agency for **MARTIN-SENOUR PAINTS** and **VARNISHES**.

The Martin-Senour Co. Limited

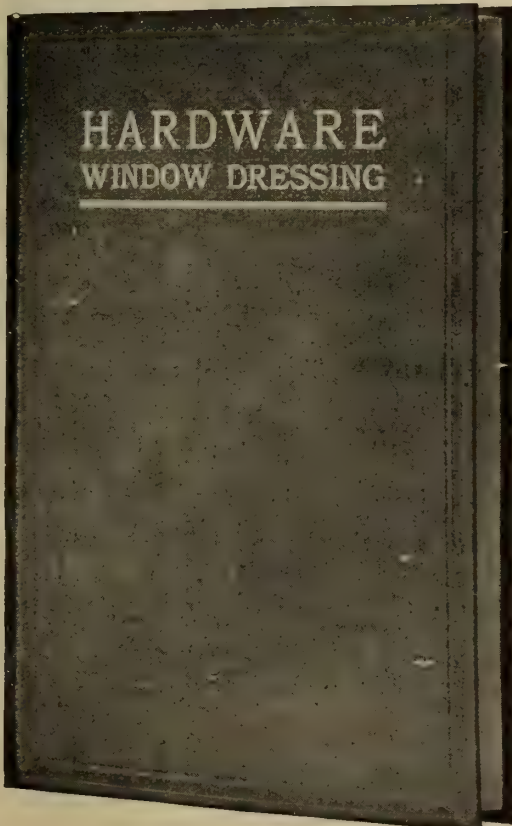
Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International
Nickel Company

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



Ford Facts

Would you knowingly
sell a Bit of inferior
quality?

Some dealers are offering imitation Ford Bits as a substitute for the genuine. They make a few cents more profit at the expense of selling an inferior Bit.

Imitations of the Ford Single Lip Bit are imitations in appearance only. They lack the FORD high quality of special steel—the FORD process of tempering—the FORD superior WORKING and WEARING qualities and the FORD ironclad guarantee does not go with them.

At best they are an expensive buy, although sometimes costing a few cents less than the genuine. Refuse the imitation—demand the genuine. It pays.

The name FORD is on the shank of every genuine Bit—it's your protection against inferior imitations. Your name on a postal will bring circulars and our catalogue.

DEPARTMENT 7H,

Ford Auger Bit Co.
Holyoke, Mass.



The
**WHITE
MOP
WRINGER**



is the world's standard.

It wrings mops
thoroughly, easily,
quickly and
neatly.

Sold by Jobbers and
the old reliable
White Mop
Wringer Co.



MADE IN CANADA



**WHITE MOP
WRINGER CO.**
FULTONVILLE,
N.Y.



OAKEY'S

The original and only
Genuine Preparation
for Cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

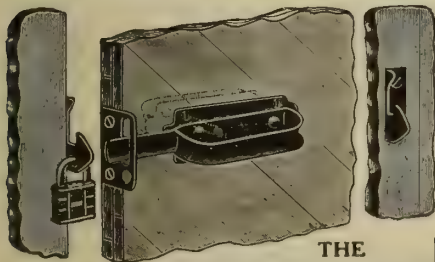
**F. E. MYERS & BRO.
ASHLAND, OHIO**

**PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS**

guaranteed by our reputation for fair
dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

**J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses**



THE

SECURITY

**ALL STEEL BARN DOOR LATCH
A Strong 25c. Seller**

Combining all of the best features of the best
latches, besides adding several original and
VALUABLE exclusive features. Your trade
will readily appreciate its merits and when
shown THE SECURITY will have no other.
NOTE the large handles on both sides and
the lip at the top of strike which dashes the
latch into the recess of strike so that the door
will not rebound when slammed. Padlock hasp
cannot be removed with screw driver when door
is locked.

**A Strictly GRAVITY LATCH.
NO SPRING TO RUST OR BREAK.**

Nicely packed with directions.

A working model with each order for the asking.

Ask for catalog of Mail Boxes
and Hardware Specialties.

**THE PECK-HAMRE MFG. CO.
BERLIN, WIS.**

**HENDERSON & RICHARDSON,
Formerly Jas. A. Henderson, Board of Trade
Bldg., Montreal, Distributors.**

**These Curling
Stones Will Make
Friends for You**

When the boys get together on the ice,
the talk naturally runs to the merits of
the different stones. They will speak well
of the stones you sell if they are



**Mac's Special
Red Hone Curling Stones**

Every pair you sell will make a friend for you—a friend who will be con-
tinually boosting your business to the people you are most interested in
reaching. It is a wise dealer who takes advantage of this most effective
advertising. Pairs perfectly matched and balanced, beautifully finished, and
absolutely true-running; these are the qualities that put these stones so far in
the lead.

The Winnipeg Paint and Glass Co., Limited

"Everything for a Building."

Winnipeg

-

-

Manitoba

TO OUR FRIENDS AND PATRONS

New Year's Greeting

We are thankful that on this day we straighten
our backs from the weary load, and realize how
good it feels to have time to look the world in
the face and wish it joy and prosperity.

To you all we shout a Happy New Year
through this good medium with all hearti-
ness at once, thanking you for your loyalty and
wishing you continued success.

**STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - - ONTARIO**

When writing advertisers
kindly mention having seen
the advertisement in this paper

IT WILL PAY YOU

to watch our Condensed
Ad columns. There
are many money-making
positions there. You may find just what you want.

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.
MONTREAL

Paint Makers Since '42.

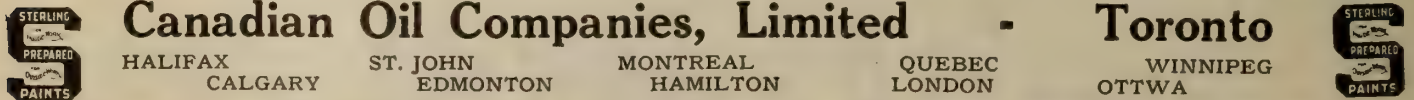
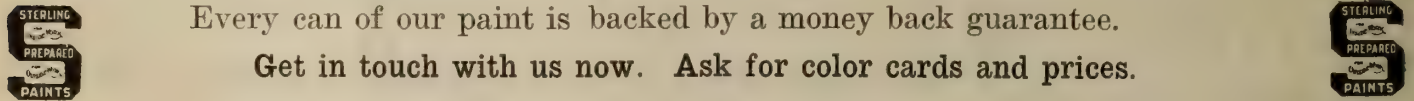
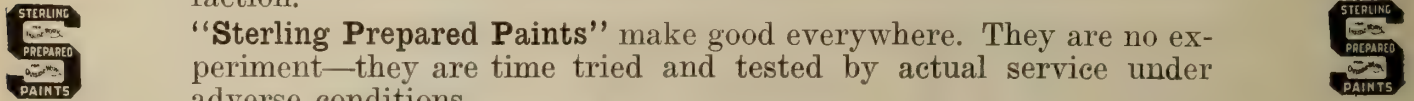
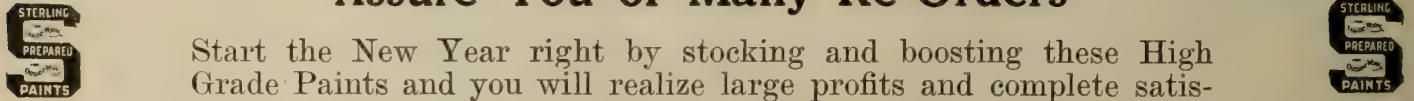
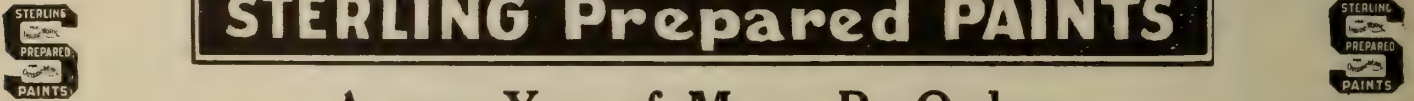
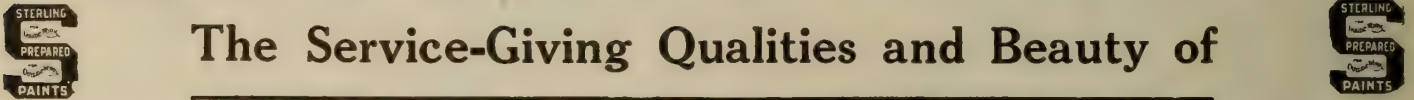
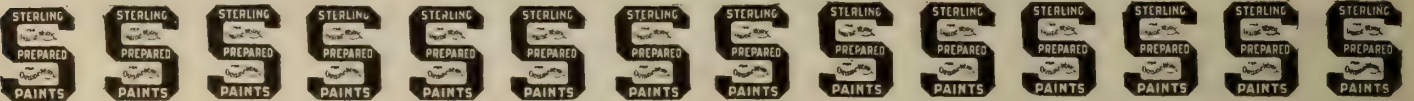
WESTERN DISTRIBUTORS:

Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.



108

17



The Service-Giving Qualities and Beauty of

STERLING Prepared PAINTS

Assure You of Many Re-Orders

Start the New Year right by stocking and boosting these High Grade Paints and you will realize large profits and complete satisfaction.

"Sterling Prepared Paints" make good everywhere. They are no experiment—they are time tried and tested by actual service under adverse conditions.

Every can of our paint is backed by a money back guarantee.

Get in touch with us now. Ask for color cards and prices.

Canadian Oil Companies, Limited

Toronto

HALIFAX
CALGARY

ST. JOHN
EDMONTON

MONTREAL
HAMILTON

QUEBEC
LONDON

WINNIPEG
OTTAWA

CREATING DEMAND

is one thing, and holding it is another. Demand is created by advertising and sales promotion. Holding and increasing the demand depends upon the merits of the products.



Here is the result of an investigation by the Canadian Home Journal which shows the great demand for Sherwin-Williams Paints.

the assistance of the incubator manufacturer.

QUESTION No 16.

"What brand of paints do you use?"

Sherwin-Williams.	14,406
M.	1,938
C.	1,938
St.	937
R.	710
R.	517
M.	452
E.	258
T.	226
B.	266
Miscellaneous (18 makes).....	1,133
	<hr/> 22,738

Nearly 90 per cent. of our readers knew what brand of paints they use.

This is a high tribute to the wonderful selling organization and the splendid quality of the goods, and the advertising carried by the Sherwin-Williams Company that 63 per cent. of our readers use Sherwin-Williams paints.

It will be noticed that this data does not include the kinds of varnish used by Canadian Home Journal readers, which question was overlooked when making up the list.

Recently the Canadian Home Journal in a page editorial requested their subscribers to answer 40 questions relative to the manner in which they lived and what make of products they purchased. Eight hundred and six replies were received in time for tabulation, of which number 99% showed evidence of sincerity.

The publishers of the Journal issued a printed report of the results obtained, a section of which we reproduce here. From the replies received they have carefully worked out the percentage of their readers using the various brands of paints and the result proves that Sherwin-Williams Products have won for themselves an enviable position throughout the Dominion.

These figures tell a significant story of the efficiency of Sherwin-Williams advertising and promoting backed up by the quality that means satisfaction to the consumer and more business for the dealer. If you are not handling Sherwin-Williams products write us to-day.

SHERWIN-WILLIAMS

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



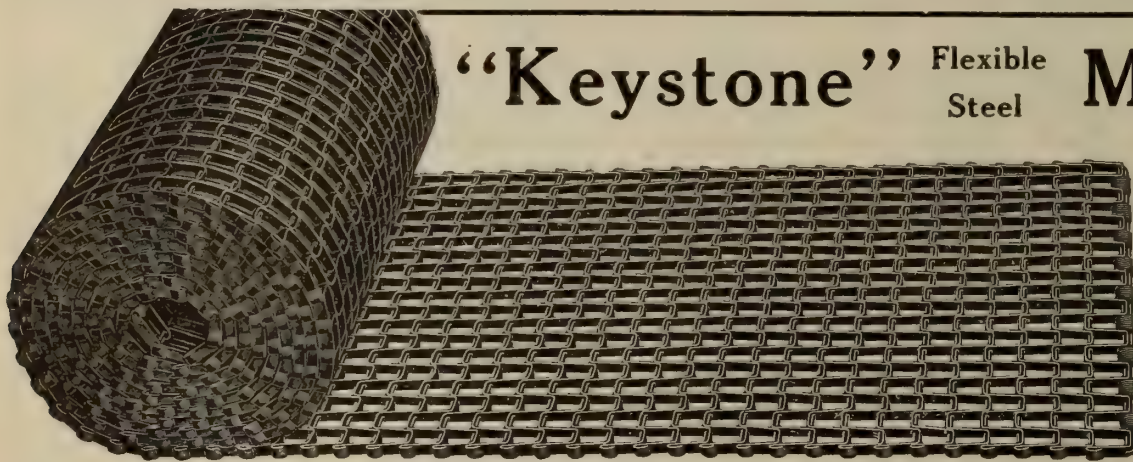
We take this opportunity
of thanking our many friends in the hardware
trade for their generous support during the past
year, and of wishing one and all a Most Happy
and Prosperous New Year.

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President

Associated with MURPHY VARNISH CO., U.S.A.



“Keystone” Flexible Steel Matting

The progressive hardwareman cannot afford to leave this matting out of his 1913 stock. It is the best matting for service ever built.

It is sanitary, reversible, self-cleaning, and non-rustable.

Write for full particulars NOW

Kuhne - Anderton
Mfg., Co.

PORT HOPE, ONT.

J. A. HENCKLES

Henckles Cutlery is in demand where quality and durability are desired, None Genuine without the trademark.

Twinworks Cutlery

Fine Cutlery of every description

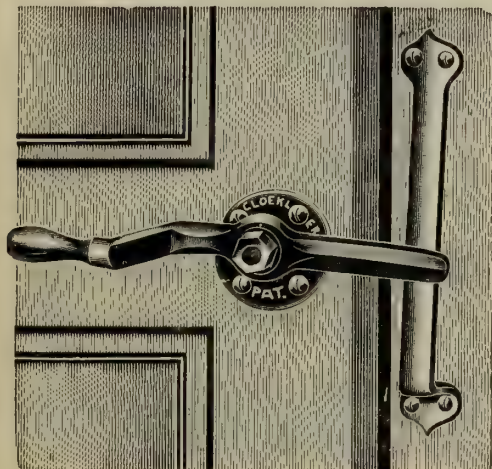


Sole Agents, F. W. LAMPOUGH & CO.

9 Debresoles St., Montreal

Gloekler's Patent FASTENERS

For Refrigerator Doors and
Cold Storage Work

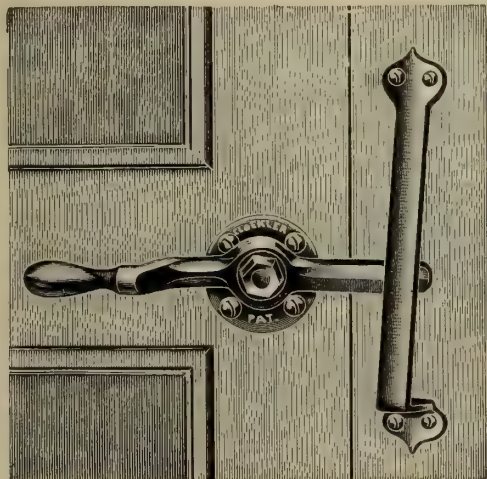


SHOWING DOOR OPEN

**Simple and Easy to Operate
EASY TO SELL**

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

Your Customers Will Get a
Better **BRONZE PAINT**

IF YOU SELL THEM

Reflex *Bronze Liquid*

AND GOOD BRONZE POWDER AND
LET THEM MIX IT THEMSELVES

This combination will give a longer service than any prepared bronze paint and it will be appreciated by the particular buyer.

Any inexperienced person can easily mix **Reflex Bronze Liquid** with bronze powder, and mix it right.

**STOCK THIS COMBINATION AT
ONCE—IT'S VERY PROFITABLE**

Write for Full Particulars

**The
Ault & Wiborg Co.**
OF CANADA, LIMITED
TORONTO

WINNIPEG

MONTREAL



**The MARK of the MAKER
Guaranteed P. S. & W. Hand Tools**

THIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

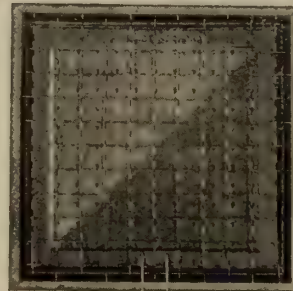
Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Co., Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co. Manufacturers of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware. Established 1819
Address 29 Murray St., New York, N. Y., U.S.A.

Profitable Goods

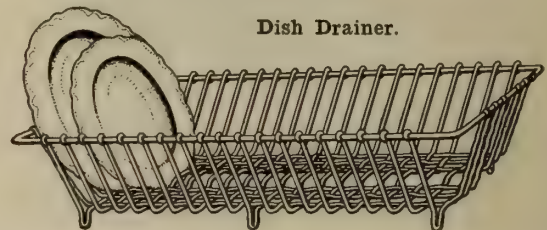
For Your Notion Counter



Toaster.

OUR wire goods cannot be beaten at the price. They are well made and will give your customers perfect satisfaction. If you are not handling them it will pay you to do so at once.

Write for complete catalogue and price list.



Dish Drainer.

Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to sell quickly. It will do what all other beaters will do in one-half the time with one-half the labor. One hand is all that is necessary to operate it.

Has no wheels to clog and requires no tiresome cranking.

Stock a sample and place it where your customers are sure to see it. The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.

Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

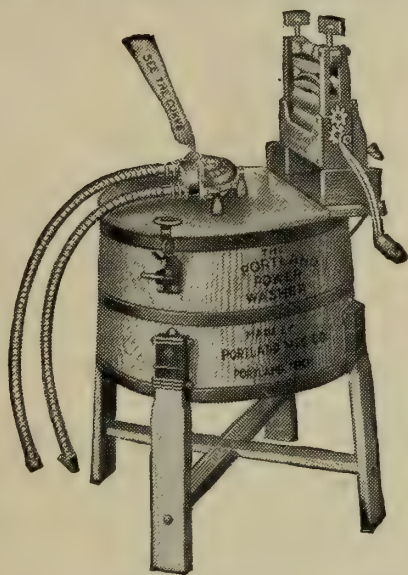


Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines
in the World



To the Trade—

We beg to announce that our new and complete catalog of Lanterns, Lamps and Burners is now ready for distribution.

Have your name put on our mailing list and you will receive a copy of this "Up To Date" publication.

Address "Dept. E"

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*



Leonora Pattern, one-half actual size
McGLASHAN, CLARKE CO., LIMITED
 Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St.,
 Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

"Kenrick" Cast Iron Holloware "Anglo" Enamelware

Made in England

Quick Sales

Large Profits

Archibald Kenrick & Sons (Canada) Limited
 141 BANNATYNE AVE., WINNIPEG, MAN.

Ensure Absolute Satisfaction
 By Selling

**Peterboro
 Hardware**

An
 Artistic
 Design
 for
 1913

Made in Wrought Brass
 and Steel and Cast Brass.

No. 18 and 19 Design

Peterborough Lock Mfg. Co.
 LIMITED
 PETERBOROUGH, ONT.



"RED CROSS" Sanitary Chemical Closets

Have earned the
 name

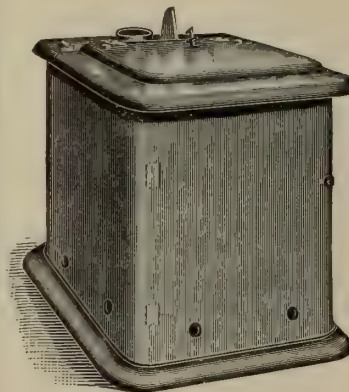
Sanitary

Closets that are especially planned for places that have no access to sewerage.

Closets that are perfectly sanitary and odorless — closets that are made right, and

that are right at all times. All progressive hardware dealers stock these high class goods. Are you among "Red Cross" customers, if not, why not? Write for Catalogue G.

Red Cross Sanitary Appliance Co.
 GRIMSBY, ONT.





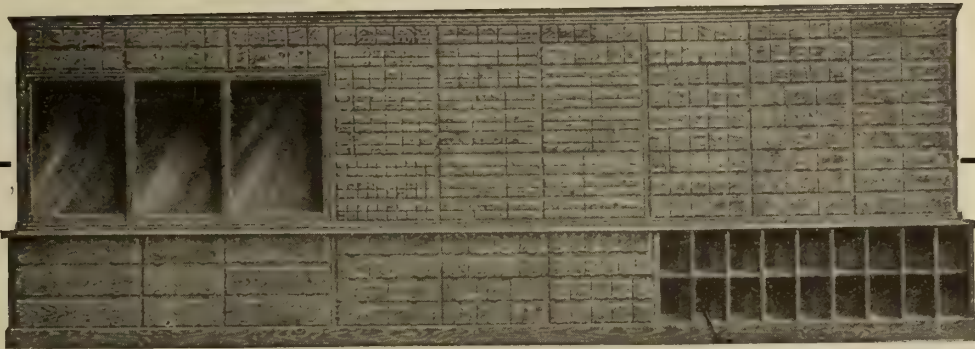
THE L. MARTIN CO.'S GERMANTOWN LAMPBLACK



The Highest Standard Lampblack For All Purposes

We are the originators and sole manufacturers of Old Standard, Eagle, Pyramid, and Globe Germantown Lampblack. Named after our first factory in Germantown, Philadelphia, over sixty-three years ago. No firm ever existed sixty years whose only recommendation was low price. All blacks that bear the name of the L. MARTIN CO., are of the best. By no other means could a firm have so triumphantly stood the test of time.

The L. MARTIN CO., New York, Philadelphia, Cincinnati, London, Eng.
ESTABLISHED 1849



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

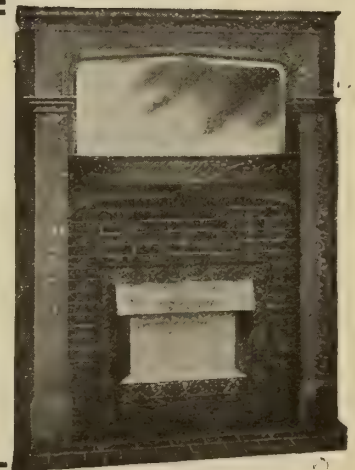
Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"



Important to the Hardware Trade

Start the New Year with the best Cinder Sifter ever placed on the market. Handle this and you handle the best.

The Burrowes' Patent Dustless Rocker Cinder Sifter

Is certain to sell well because it saves fuel and is pleasant to operate

Write for full particulars, prices, etc.

The Burrowes Mfg. Company

611 King Street West

Toronto, Ontario



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

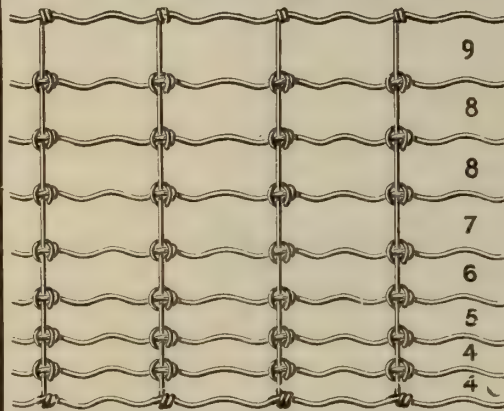
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable
Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like
this—send us a trial order NOW.

Write for catalog and prices.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



No 51



No 52



No 53



No 54



No 58



No 59

Stanley Tools

"BAILEY" IRON SPOKE SHAVES,

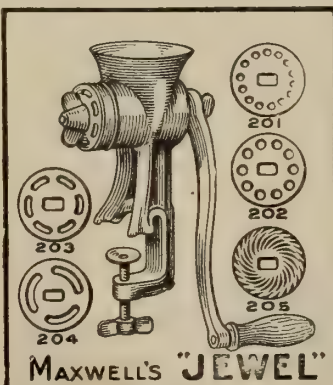
a few numbers of which are herewith illustrated, are
superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well
tempered and sharpened, ready for use. The handles are
japanned, and, through each a hole is made to hang the
tool up out of the way when not in use.

These Spoke Shaves are now being made in our Cana-
dian factory.



Stanley
Bule & Level Co.
NEW BRITAIN, CONN. U.S.A.



MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made
machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every
class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.

Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
"EAGLE" **"McCLELLAN"** **"KEARNEY & FOOT"** **"J. B. SMITH"**

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., - - Port Hope, Ont.

Here's A Quick Money-Maker

The Connor Ball Bearing Washer is a quick seller. It has features that appeal strongly to women. The wringer adjustment, the hinged cover and substantial stand are three of these features. Our new catalogue gives full particulars, also describes our complete line of washers and wringers. Write for a copy. Other live hardware dealers find the Connor Line a profitable one. There's every reason why it should be a money-maker for you, too.



J. H. Connor & Son
LIMITED
Ottawa, Canada

LITHARGE

GERMAN AND ENGLISH

Special grades suitable for Rubber Manufacturers, Varnish Manufacturers and other uses.

B. & S. H. THOMPSON & CO.
MONTREAL LIMITED

CANADIAN SELLING AGENTS FOR

LINDGENS & SOEHNE, - Mulheim-am-Rhein
FOSTER, BLACKETT AND WILSON, LTD.
Newcastle-on-Tyne.

New Year's Greetings

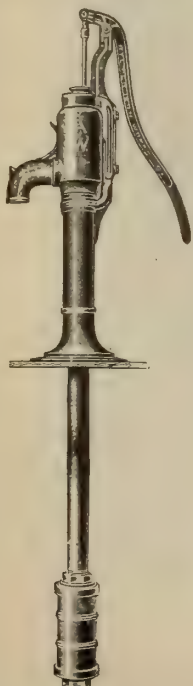
TO THE TRADE

We take great pleasure in informing our trade that by their loyal support we have more than doubled our plant and have this season completed the installation of equipment to take care of our old customers as never before, as well as just as many new ones as we have enjoyed and will endeavor to meet your favors by producing a high standard of goods and making a quick delivery of your wants.

National Hardware Co.
ORILLIA, ONTARIO LIMITED

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

Your Trade

will appreciate the service giving
qualities of our

Roped Extension Ladders

They are ideal for painters and decorators and are absolutely safe. Automatic Hooks lock every round and unlock between rounds.

Easily converted into two ladders. These ladders are strictly high grade. Made of clear yellow pine and rock elm rounds.

Let us send you a trial order—we want you to be convinced that they are "real sellers" and very profitable.

Write for complete catalog and prices
—NOW.

The Stratford Mfg. Co.
Limited
STRATFORD .. ONTARIO



GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as

good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality



The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our screen wire cloth is the very "last word" in wire weaving, assuring an absolutely true mesh. Our cloth will roll out perfectly flat as the fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.

Canada Wire & Iron Goods
Co., HAMILTON,
Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

BEAR BRAND LAMP BLACKS

Whenever
you see
this mark
on LAMP
BLACK
there is
ABSO-
LUTE
PURITY

We are the largest manufacturers of LAMP
BLACKS, IVORY BLACKS, BONE BLACKS,
DROP BLACKS, MINERAL BLACKS and
CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT
HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E.
Fielding, 34 Yonge St., Toronto; H. W. Glassco,
Winnipeg.



There's A Big Profit In Selling The Chicago Heat Regulator

It will pay you to boost it NOW, as every
building heated by furnace or boiler should
have one. It Saves Coal, Health, Time and
Worry, and keeps an even temperature in the
home.

Our thirty-day free trial offer is great sell-
ing help—take advantage of it at once.

Write for our catalogue and prices.

You do not need to carry any stock, we can
ship immediately upon receipt of your order
from catalogue.



Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO

Fisk Advertising Service

FOR HARDWARE DEALERS

52 ads., one each
week for a year, **\$5.00**
text matter only...

Privilege to buy cuts if desired.
Check must accompany order.
Every retailer in Canada in this
line can make more money by
using a Fisk Service. Samples
sent on request, but I advise you
send order and check before
your competitor gets ahead of
you, as I sell only one dealer in
a town.

Henry Stirling Fisk, President
Fisk Publishing Company

Schiller Building, Chicago



BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

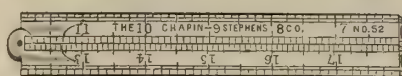
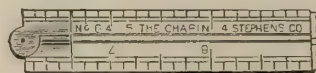
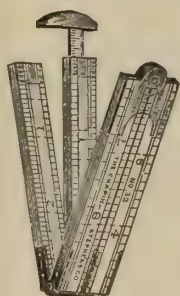
By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



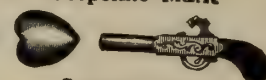
Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Jonathan Crookes & Son

Corporate Mark

Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The G. Pe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN LONDON E.C. ENG.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

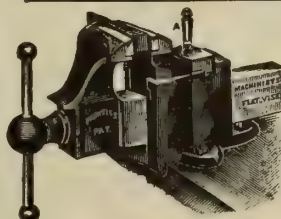
Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

Do Not Be Misled by Inferior Imitations.

There is but one



PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neill & Co., 112 Queen Victoria St., London, E. C.

ALL YOUR CUSTOMERS WILL WANT THIS SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS

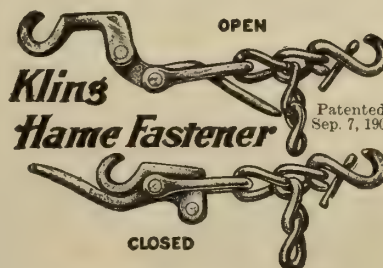
KENNEDY HARDWARE CO., TORONTO

STARKE, SEYBOLD, LIMITED, MONTREAL

MANUFACTURED ONLY BY

J. SAMUELS, - - - TORONTO, ONT.

No Horse Can Break the



OPEN

Kling Hame Fastener

Patented Sep. 7, 1909

CLOSED

makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or \$1 on every dozen. Costs you \$2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 39, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.

Canadian Distributing Agents

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINGS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.

Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

MANUFACTURERS' AGENT.

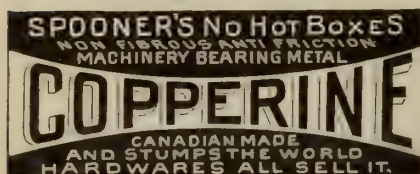
Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA

BABBITT METAL.



FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital Street

Birmingham

EASTERN MANUFACTURERS, LIMITED

Manufacturers' Agents

SASKATOON, - SASKATCHEWAN

Cover Northern Saskatchewan completely.

The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

BUILDERS' SUPPLIES.

Bell Phone 3033

P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

36 ST. PAUL STREET,

QUEBEC

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

WESTERN REPRESENTATIVE AND MANUFACTURERS' AGENT, Winnipeg, Man.

covering the jobbing trade of Manitoba, Saskatchewan and Alberta.

This is the manufacturer's opportunity to secure results in the rapidly growing trade of Western Canada.

C. C. Cartwright, 920 Union Bank Bldg., Winnipeg.

CLIPPERS.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

TOOLS.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

ICE SCRAPERS.



ICE SCRAPERS

Hardwaremen! Sell your Skating Rink a J. & R. Ice Scraper, made by

James & Reid

Perth - Ontario

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.

118 Queen St. - Glasgow, Scotland

CARRIAGE SPRINGS & AXLES

ANCHOR

BRAND



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

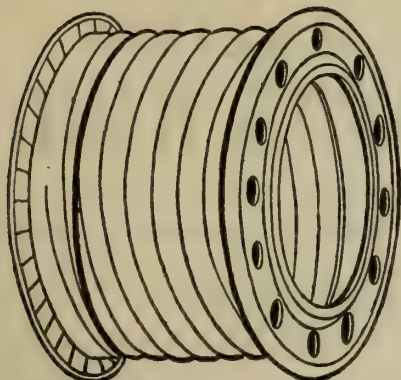
LEAK STOPS.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

When writing advertisers, kindly mention having seen the ad. in this paper.



Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by Sold by Jobbers

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

John Morrow Screw and Nut Company, Limited

"MORROW" Twist Drills

"MORROW" Screws

"MORROW" Nuts

All are the best of their lines. The perfect kind.

These products are well worth the price the dealer asks for them.

John Morrow Screw and Nut Company, Limited

INGERSOLL, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



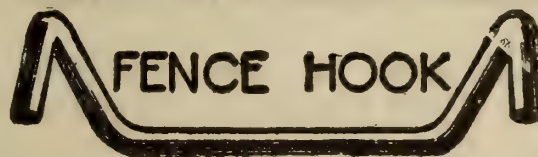
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED
WINNIPEG

PEASE FOUNDRY COMPANY, LIMITED
TORONTO

PEASE PACIFIC FOUNDRY LIMITED
VANCOUVER



D. PERES' Barrel Brand RAZORS

BARBERS KING



Are favored by Barbers and Gentlemen who look for quality. Best line for dealers to handle with a big profit.

BIG STOCK ON HAND.

ORDER NOW.

Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg.

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Siding
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

ATKINS STERLING SAWS

Made in Canada

They have distinct advantages that YOU
cannot afford to overlook.

"There's More Money in Them."

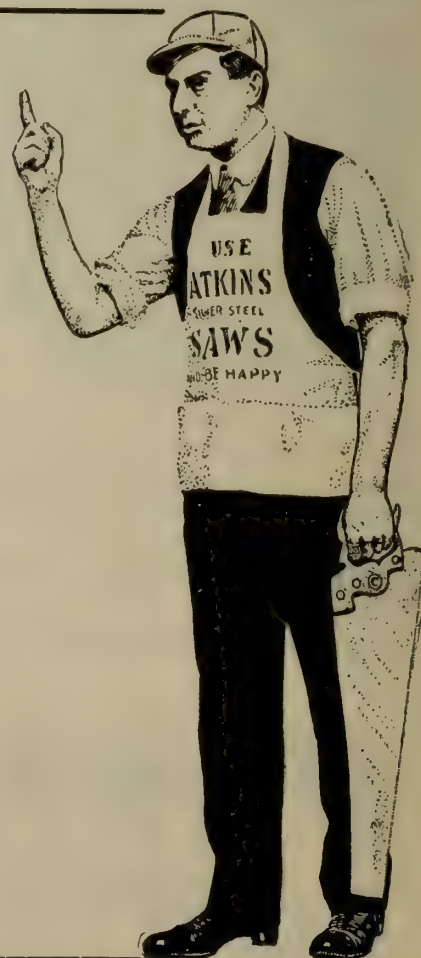
Have you our latest book? Are you familiar with our selling plans? We'll be glad to put you next if you'll write us.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS

Canadian Factory:
HAMILTON, ONT.

VANCOUVER BRANCH:
No. 109 Powell Street



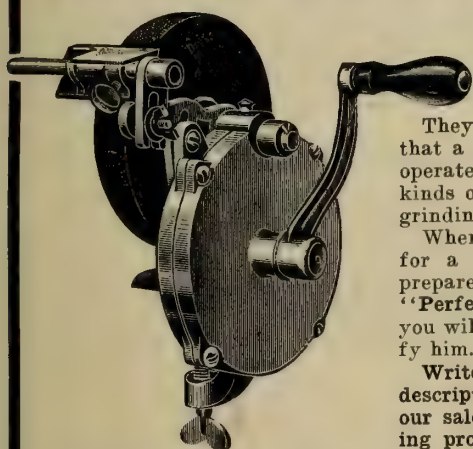
To Our Friends and Customers

*We Wish A
Most Happy And
Prosperous New Year*

Utica Drop Forge & Tool Co., Ltd.
Utica, N. Y.

Smith Hardware Co., Limited
240 Lemoine Street, Montreal

**Grinder Buyers Will Appreciate
The Improved and Patented Features
of
PERFECTION GRINDERS**



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the "Perfection" — then you will be sure to satisfy him.

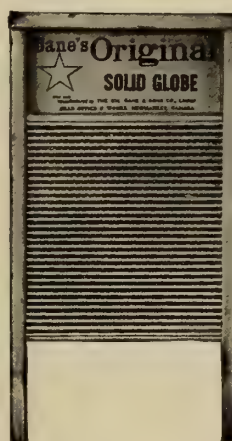
Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

El Starr Manufacturing Co.
Milwaukee, Wis., U.S.A.

Canadian Representative:
T. Mortimer, Empire Bldg., Toronto, Can.



**CANE'S
WASHBOARDS**

**A Line of Business
Builders**

The beginning of the New Year, which is universal stock-taking time, is a good time to start up on washboards and place your order with your jobber.

We have 13 different styles and sizes so as to suit every demand. Each grade the fullest value of the market.

ORIGINAL GLOBE—Heavy back zinc washing plate.

WESTERN KING—Enamel washing plate.

IMPROVED GLOBE—Thin back, solid zinc washing plate.

DIAMOND KING—Glass washing plate.

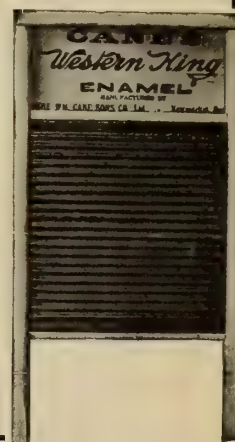
Have you seen our new Boards—BEAVER BRASS, and NEPTUNE, Wavey Zinc?

Write for Catalogue and full particulars on Cane's

WASHDAY WOODENWARE

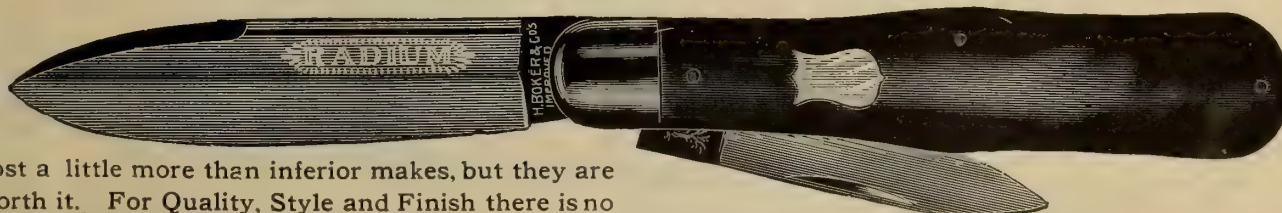
WM. CANE & SONS CO.
LIMITED

NEWMARKET, ONT.



If It Is Anything In Cutlery, Boker Makes It

Mr. Hardware Merchant, If you want to work up a fine cutlery trade, then stock Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kirtledge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price \$3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price \$2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½¢ per hundred to \$10 a hundred. Leather bound. Price \$1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; price \$1.00. Paper cover; price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKING.

By Paul N. Hasluck. A book of tools, materials and processes for the handyman. Every method of working metals with hand tools and simple machine tools is treated in a clear and practical manner. 760 pages; 6¼ x 8¼; 2,206 illustrations. Cloth bound. Price \$2.50.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue

TORONTO, ONT.



RELIABLE LANTERNS

are a source of constant satisfaction to both the dealer and consumer

Wright's No. 4 Cold Blast Lantern

will stand all reasonable tests, and continue to give unequalled service

It is strong, simple, a perfect burner, guaranteed not to go out at the critical moment, and takes ordinary style globe.

The wire ear is a strong and permanent method of attaching the handle, and does not interfere in any way with the tubular principle of the Lantern.

Fitted with Rubber Crystal Globe, our No. 4 Lantern is the standard of excellence.

Do not book for your season's business in Lanterns until you have seen our representative

Give Him an Opportunity to SHOW YOU

E. T. Wright & Co., :- **Hamilton, Can.**

(H. G. WRIGHT)

Agencies at VANCOUVER, WINNIPEG and TORONTO

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR
JOBBER FOR



TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.



CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

**ARE
YOU
ALIVE**

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Scythes & Company, Limited

DEALERS IN

Cordage, Twines, Cotton Duck,
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

THE HOPKINS MFG. CO., Limited

Jute and Cotton Bags, Tents, Tarpaulins and Flags
and

THE DOMINION WASTE MFG. CO., Limited

Cotton and Wool Waste

An inquiry will bring our salesman

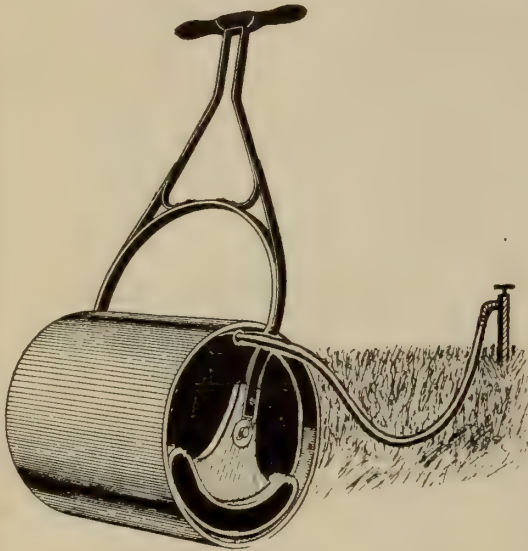
SCYTHES & COMPANY, LIMITED

18-22 Church St., Toronto and 33 Common St., Montreal

You can talk across the continent for two cents per word
: : : with a Want Ad. in this paper. : : :

"Any Weight" Water Ballast Lawn, Garden and Tennis Court Rollers

"MADE IN CANADA"



THE MANIFOLD PURPOSE MACHINE

These Lawn Rollers are just what the public have been looking for—a fine quality article at a reasonable price that can be supplied to the owner of the smallest lawn. The best result for rolling lawns is produced when the lawn is soft, and as this style of roller, empty, weighs from 100 lbs. up, rolling can be commenced at the earliest moment, and the roller may be weighted to suit as the lawn hardens up.

9 styles supplied from 18 in. dia. x 24 in. long to 24 in. dia. x 36 in. long, with and without weighted handles. Double and single drum. Our proposition is full of interest to live dealers. Write now.

ERIE IRON WORKS, Limited

ST. THOMAS

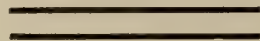


ONTARIO



CANADA

***Wishing all our Customers
and Friends
A Happy and Prosperous
New Year***



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL

WINNIPEG

TORONTO

HARDWARE AND METAL

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

American Bolt & Screw Case Co...	22	Dorken Bros.	8	Lufkin Rule Co.	Inside back cover	Raymond Bros.	74
American Can Co.	11	Dougall Varnish Co.	62	McArthur, Alex., & Co.	53	Red Cross Sanitary Appliance....	66
American Shearer Co.	74	Eastern Mfrs., Ltd.	74	McClary Mfg. Co.	24	Regina Storage & Forwarding Co...	Inside back cover
Andrews Wire Works	64	El Starr Mfg. Co.	77	McDougall, R., Co.	64	Ross Rifle Co.	84
Atkins & Co., E. C.	76	Enterprise Enamel Co.	16	McGlashan-Clarke Co.	66	Salyerds Mfg. Co.	17
Atlas Mfg. Co.	74	Enterprise Mfg. Co.	13	McKinnon Dash Co.	10	Samuels, J.	73
Ault & Wiborg	63	Erie Iron Works	80	Magnolia Metal Co.	18	Saskatchewan Glass & Supply Co.,	The
Aylmer Pump & Scale Co.	70	Evered & Co.	14	Martin, The L., Co.	67	Sapho Mfg. Co.	26
Barnett, G. & H.	68	Fisk Publishing Co.	72	Martin-Senour Co.	57	Seymour, Henry T., Shear Co....	75
Barton Netting Co.	67	Ford Auger Bit Co.	58	Maxwell, D., & Sons	68	Sharrit & Newth	75
Bosse & Banks	74	Garlock Packing Co.	71	Metallic Roofing Co.	19	Shaw, A., & Son	75
Bowser, S. F., & Co., Ltd....	51	Gipe Carrier Co.	73	Metal Shingle & Siding Co.	21	Sheet Metal Products Co.	2
Bowser, R. M., & Son	8	Glockier, Bernard	13	Millers Falls Co.	20	Sherwin Williams Co.	61
Brandram-Henderson, Ltd.	49	Goodell-Pratt Co.	10	Mitchell & Co., David	74	Scythes & Co.	79
Burrow Stewart & Milne	22	Greaf Brett & Co.	76	Montreal Hdq. Co.	20	Simonds Canada Saw Co.	79
Burrows Mfg. Co.	67	Greening, B., Wire Co.	12	Moore & Co., Benjamin	55	Smith Hardware Co., Ltd.	77
Bushnell Novelty Co.	75	Guelph Spring & Axle Co....	74	Morris & Bailey Steel Co.	12	Southington Mfg. Co.	74
Cameron & Campbell	67	Gutta Percha & Rubber Mfg. Co.,	Inside back cover	Morrison Brass Mfg. Co.	17	Soren Bros.	73
Canada Foundry Co.	72	Hamilton & Son, C. J.	18	Morrow, John, Screw Co.	75	Spear & Jackson	9
Canada Metal Co.	74	Hamilton Stamp & Stencil Wks....	74	Myers & Bro., F. E.	59	Spooner, Alonzo W., Ltd.	74
Canada Steel Goods Co.	8	Henderson & Richardson	65	National Hardware Co.	70	Standard Chain Co.	12
Canada Wire & Iron Goods Mfg.	Co.	Heinisch, R., Sons Co.	53	National Mfg. Co.	15	Standard Paint & Varnish Co....	59
Canadian Copper Co.	58	Howland, H. S., Sons & Co....	7	National Safety Snap Co.	73	Stanley Rule & Level Co.	68
Can. Fairbanks-Morse Co., Ltd....	2	Hutton, Jas., & Co.	72	Newman, W., & Sons	74	Steel Co. of Canada, Ltd.	6
Can. Heating & Ventilating Co....	24	Imperial Varnish & Color Co....	47	Nicholson File Co.	53	Steel Trough Machine Co.	20
Canadian Oil Cos.	60	James & Reid	74	Outside front cover	69	Stevens, G. F., & Co.	55
Canadian Tube & Iron Co.	79	Jamieson & Co., Ltd., R. C....	59	Norcross, C. S., & Sons	18	Stevens, The Jno., Co.	14
Cane, Wm., & Sons Co.	77	Keating, Wm.	17	North Bros. Mfg. Co.	1	Still, J. H.	10
Carborundum Co., The	23	Kenrick & Sons, Ltd., Archibald...	66	Nova Scotia Steel & Coal Co....	59	Stratford Mfg. Co.	70
Caverhill, Learmont & Co.	5	Kuhne, Anderton Co.	62	Oakey, John, & Co.	58	Tallman Brass & Metal Co.	72
Cartland, Jas., & Son	16	Laidlaw Bale Tie Co.	53	Ontario Lantern & Lamp Co., Ltd.	65	Thompson, B. & S. H.	70
Chapin Stevens Co.	72	Lamplough, F. W.	62	Otterville Mfg. Co.	72	Toronto Plate Glass Importing Co...	53
Chicago Spring Butt Co.	Inside back cover	Lewis Bros., Ltd.	3	Owen Sound Wire Fence Co....	68	Want Ads.	56
Collette Mfg. Co.	64	London Bolt & Hinge Works	73	Parmenter Bullock Co., The	74	Western Clock Co...Inside front cover	
Connor, J. H., & Son	69	London Foundry Co.	71	Pease Fdry. Co.	75	Western Distributors, Ltd.	74
Crookes, Jonathan, & Son	72	London Rolling Mill Co.	58	Peck Hamre Mfg. Co.	59	White Mop Wringer Co.	58
Cummer-Dowswell, Ltd.	1	Lowes Bros., Ltd.	47	Peck Stow & Wilcox Co.	64	Whitman & Barnes Mfg. Co.	23
Davidson, Thos., Mfg. Co.	80			Peterborough Lock Co.	66	Wilkes-Martin-Wilkes Co.	72
Directory of Manufacturers	74			Pinchin Johnson Co.	51	Winnipeg Paint & Glass Co., Ltd..	59
Dominion Cartridge Co.	26			Pink, Thos.	19	Wright, E. T., & Co.	19
Dominion Register Co.	16			Prentiss Vise Co.	73		
				Public Works Dept.	56		
				Ramsay, A., & Sons Co.	60		
						Yale & Towne Mfg. Co.	Outside back cover

Table of Editorial Contents

SPECIAL ARTICLES.

A Year of Wonderful Trade Activity	27
Big Appropriation for Ads. Found Profitable	29
Checking Fire Losses in America	32
An Explanation of the Coming Exhibition	33
Hardware Store Planned on Modern Lines	34
Doubled Their Sales by Special Efforts	35

EDITORIAL.

Editorial	30-31
-----------------	-------

MARKETS.

Metal, Hardware, Stoves and Paint	40, 41, 43, 48
----------------------------------------	----------------

STOVE DEPARTMENT.

Stove Lines to be Featured in Winter	42
Sold 40 Stoves in 5 Days	42

PAINT DEPARTMENT.

Stock Taking in the Paint Department	45
--------------------------------------------	----

MISCELLANEOUS FEATURES.

Complete Course of Sheet Metal Work	36
Leaks in the Hardware Store	37
Progressive Hardware Retailing	38
Current News	39
New Goods	44

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.
- Auger Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
- Axes.**
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills, Co., London.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Belting, Hose, etc.**
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**
E. T. Wright & Co., Hamilton.
- Binder Twine.**
Plymouth Cordage Co., N. Plymouth, Mass.
- Bolts and Nuts.**
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.
- Boilers and Radiators.**
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**
Star Expansion Bolt Co., New York.
- Boxes, Mail.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stowe & Wilcox Co., Cleveland.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**
Brantford Oven & Rack Co., Brantford.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Luffkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
- Butts.**
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
- Butts and Hinges.**
Jas. Smart Mfg. Co., Brockville.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
- McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**
Guelph Spring and Axle Co., Guelph.
- Cartridges.**
Dominion Cartridge Co., Montreal.
- Cash Registers.**
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**
Canada Cement Co., Montreal, P.Q.
A.H. Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**
B. Greening Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stowe & Wilcox Co., Cleveland.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowse Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.
- Christmas Tree Holders.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Clippers, all Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Mfg. Co., La Salle, Ill.
- Clothes Reels and Lines.**
Cummer-Dowse Ltd., Hamilton, Ont.
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**
Cummer-Dowse Ltd., Hamilton, Ont.
American Wringer Co., New York City.
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
- Couch Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Cutlery, Razors, Scissors, etc.**
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greiff, Eredit Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R. Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.
- Door Bolts.**
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
- Door Hangers.**
Canada Steel Goods Co., Hamilton.
P. & F. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
- Drills, High Speed.**
Alexander Gibb, Montreal.
- Drinking Cups.**
Hero Mfg. Co., Philadelphia.
- Dry Batteries.**
Canadian Carbon Co., Winnipeg.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
- McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
James H. Cumming & Co., Chicago.
- Emery Cloth.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Emery Wheels.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Enamelled Ware.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
- Escutcheon Pins.**
The Farmer & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**
Cowan & Britton, Gananoque.
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
- Fire Grates.**
Ohio Foundry & Mfg. Co., Steubenville, O.
- Fire Irons.**
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
- Foot Warmers.**
Chicago Flexible Shaft Co., Chicago.
- Forgings.**
Steel Co. of Canada, Limited, Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Ware.**
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
- Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**
Saskatchewan Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
- Grindstones.**
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**
Jas. Smart Mfg. Co., Brockville.
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
W. C. Crawford Co., Tilbury.
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Iron and Steel Bars.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Steel Co. of Canada, Ltd., Hamilton
Canada Tube & Iron Co., Montreal.
- Iron Pumps.**
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richard-Wilcox Mfg. Co., Aurora, Ill.

HARDWARE AND METAL

- Lamps, Acetylene.**
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**
The L. Martin Co., New York.
Wilkes Martin Wilkes Co., New York
- Lanterns.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Latches, Screen and Barn Door.**
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville.
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees**
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.
- Lawn Swings.**
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**
Pink, Thos., & Co., Pembroke, Ont.
- Manufacturers' Agents.**
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.
- Manhole and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Matting—Flexible Steel, Wire and Wood.**
Kuhne Anderton Co., Port Hope, Ont.
- Match Boxes.**
Stover Mfg. Co., Freeport, Ill.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. S. H., & Co., Montreal.
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metals Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
- Metal Polish, Emery Cloth, Etc.**
Oakley, John, & Sons, London, Eng.
- Metal Store Fronts**
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.
- Nails, Wire.**
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Limited, Hamilton.
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.
- Oil Stones.**
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
- Oil Tanks.**
Bowler, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.
- Packing.**
Garlock Packing Co., Hamilton, Ont.
- Paints, Oils, Varnishes.**
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pliers.**
Henderson & Richardson, Montreal.
Peck, Stowe & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pruning Knives.**
International Tool Co., Detroit.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
- Pumps.**
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
- Razors.**
Gillette Safety Razor Co., Montreal.
Greiff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.
- Razor Blades.**
Gillette Safety Razor Co., Montreal.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.
- Razor Honers.**
Carborundum Co., Niagara Falls, N.Y.
- Registers.**
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrostee Co., Bridgeburg.
- Rivets.**
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**
Dunham Co., Berea, O.
Erie Iron Works, St. Thomas, Ont.
- Roofing.**
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co., of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
- Metal Shingle & Siding Co., Preston, Ont.**
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**
Independent Cordage Co., Toronto.
- Rules and Gauges.**
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
- Sad Irons.**
Jas. Smart Mfg. Co., Brockville.
- Saws.**
Atkins, E. C., & Co., Hamilton.
Diston, Henry, & Sons, Philadelphia.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.
- Scales.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**
Jas. Smart Mfg. Co., Brockville.
- Screen Door.**
P. & F. Corbin, New Britain, Conn.
- Screws, Nuts, Bolts.**
Steel Co. of Canada, Limited, Hamilton.
- Screws, Wood.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.
- Scythe Stones.**
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**
Acme Shear Co., Bridgeport, Conn.
R. Heinich's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.
- Shelf Boxes.**
Cameron & Campbell, Toronto.
- Shellacs.**
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Snow Shovels.**
Can. Buffalo Sled Co., Preston.
- Sleds.**
Can. Buffalo Sled Co., Preston.
- Snips.**
Peck, Stowe & Wilcox Co., Cleveland.
- Silverware.**
McClashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
- Sporting Goods.**
A. E. Bregent, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
- Sporting Specialties.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**
Cavers Bros., Galt, Ont.
James H. Cumming & Co., Chicago.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
Spramotor Co., London.
- Spring Hinges, etc.**
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**
Berry Bros., Walkerville.
- Stains, Wood.**
Berry Bros., Walkerville.
- Staples.**
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
- Store Ladders.**
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.
- Tacks.**
The Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
- Tools.**
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Peck, Stowe & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**
Brown-Boggs Co., Hamilton.
- Tool Grinders.**
American Grinder Mfg. Co., Milwaukee, Wis.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
- Varnishes: See Paints.**
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
- Ventilators.**
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
- Vises.**
Henderson & Richardson, Montreal.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.
- Washing Machines, Etc.**
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.
- Waffle Irons.**
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**
Can. Buffalo Sled Co., Preston.
Chatham Malleable & Steel Co., Chatham.
Woodstock Wagon Co., Woodstock.
- Washers.**
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
- Window Guards.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
E. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Mats.**
Andrew Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**
Ed Brand, 472 Moss Lane, Manchester, Eng.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
- Wood Finishers.**
Berry Bros., Walkerville.
- Wrenches.**
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdw. & Tool Co., Springfield, Mass.

SPORTING "ROSS" RIFLES ARE UNSURPASSED IN POWER AND ACCURACY



Sales of Ross Sporting Rifles have largely increased. Are you getting your share of this trade?

The Ross High Velocity .280 retails at \$70.00, and is attracting much attention in every big game country of the World.

It is the best sporting rifle to own, and it is a good rifle to sell. There is a fair percentage to the dealer, and the \$70.00 sale takes no longer than the selling of a \$10.00 shot gun.

You surely have some customer willing to pay the price for a good article. Have at least one of this Model to tempt him with. "Ross Rifles" are beating records everywhere just now, and it's a good time for you to show them.

ROSS RIFLE CO. - QUEBEC

START THE NEW YEAR RIGHT—

Buy



Table

Cutlery



Sole Makers:—

Henry Rogers, Sons & Company, Limited

Sheffield - England

Canadian Branch: 6 St. Sacramento Street, MONTREAL

Keep a Reserve Stock in Regina!

TREAT your Western trade a new way. Ship us your line in carload lots direct to Regina. This saves freight on the long haul.

Order us to reship for the short haul to destination, anywhere in the West, on any road. This means you pay the high rate on a short haul only, for broken carload lots. You save freight again.

Our plan revolutionizes your selling methods in the West. You can do big "rush order" business. You save weeks of time. You get preferential orders.

Write us for our exact plan for your business. Do it to-day.

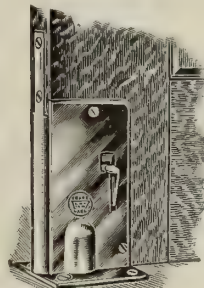
**REGINA STORAGE & FORWARDING
COMPANY, LIMITED**

REGINA - - SASKATCHEWAN

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any

desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

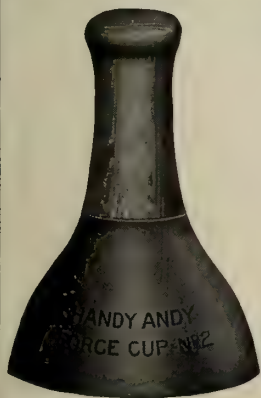
Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

THE GROWTH OF THE DOMINION IS WIDENING THE MARKET,
AND, OUR GOODS ARE THE ESTABLISHED GOODS IN THEIR LINE.
GOOD REASONS FOR HANDLING

LUFKIN MEASURING TAPES AND RULES

THEY WILL BE CALLED FOR.

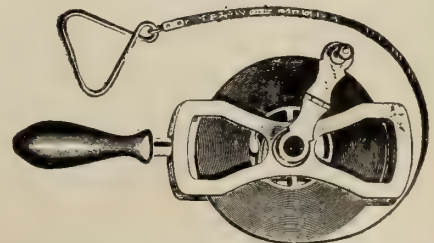
THEY WILL GIVE SATISFACTION.

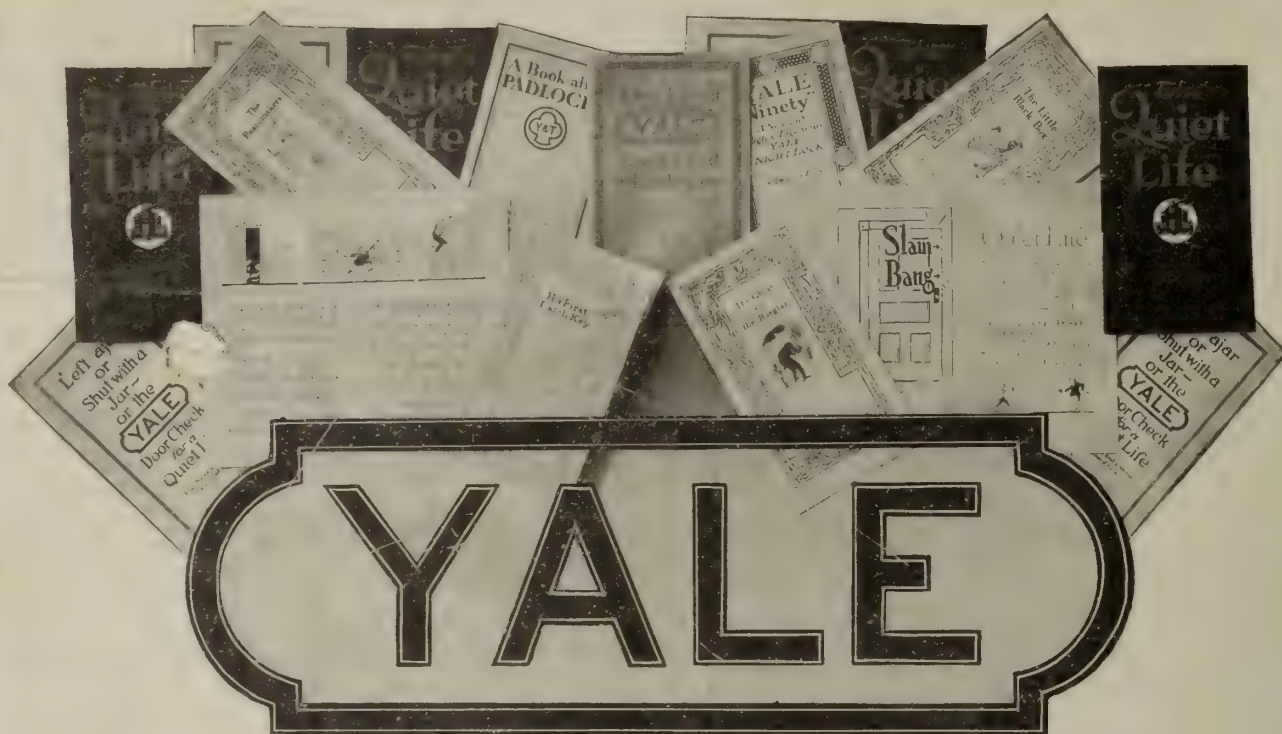
THEY ARE CANADIAN MADE.

THEY WILL ADVERTISE YOUR ENTIRE STOCK OF GOODS.

CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





The average customer usually comes into your store to buy some definite thing

IF you sell him Yale Locks and Hardware the chances are that he buys them because he has seen either our Magazine Advertising, your Yale newspaper advertising, or your Yale Window Display.

On your counter he will (or should) find some of the booklets and leaflets such as are illustrated above. One or two of them will interest him, and he will slip them into his pocket. When he gets home he will read them — and within a day or two you will probably see him again.

This is not theory. It is what actually happens. And because it happens—because it means a large increase in *your* trade, and with it *our* trade—we spend thousands of dollars yearly on printed matter of this sort.

This printed matter is but one of the ways in which we help you build up your business. Here are others:

Window Displays

We give materials and directions for making striking window displays, designed by our expert in window salesmanship.

Magazine Advertising

We are continually educating the public to the fact that Yale Locks and Hardware are the best value in the world.

Newspaper Advertisements

We send to our dealers, without charge, strong, sales-producing newspaper advertisements, for use in their own local papers.

Address: Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works St. Catharines, Ont.

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

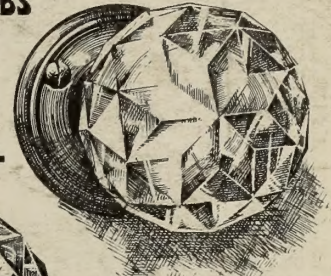
Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.

MAYMORE

MAYMORE GLASS KNOBS

ARE BRILLIANTLY CUT
FROM THE FINEST
AND CLEAREST METAL

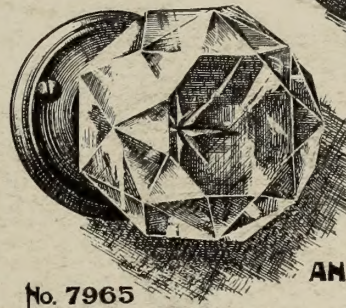


No. 7963

THESE ARE

ONLY TWO FROM

AN UNIQUE SELECTION



No. 7965

WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.



THE "HANDY ANDY" FORCE CUP FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

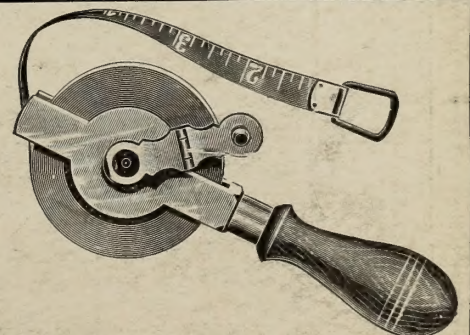
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

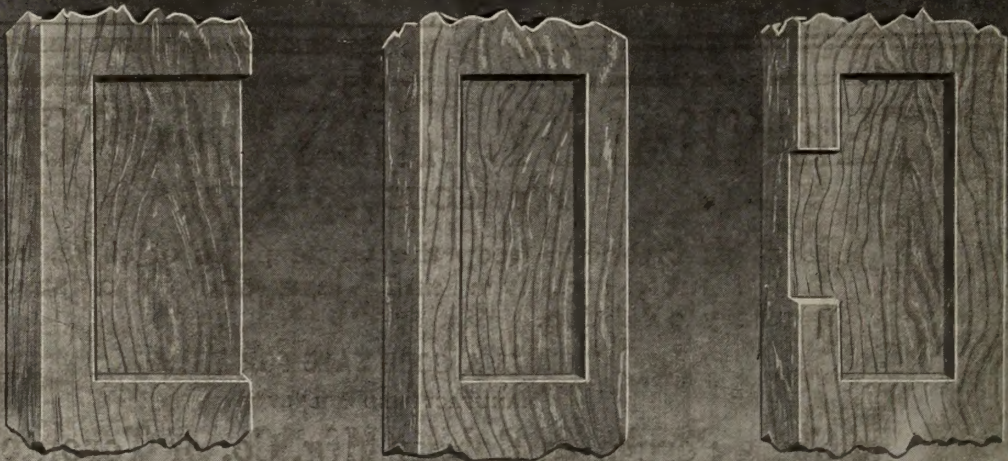
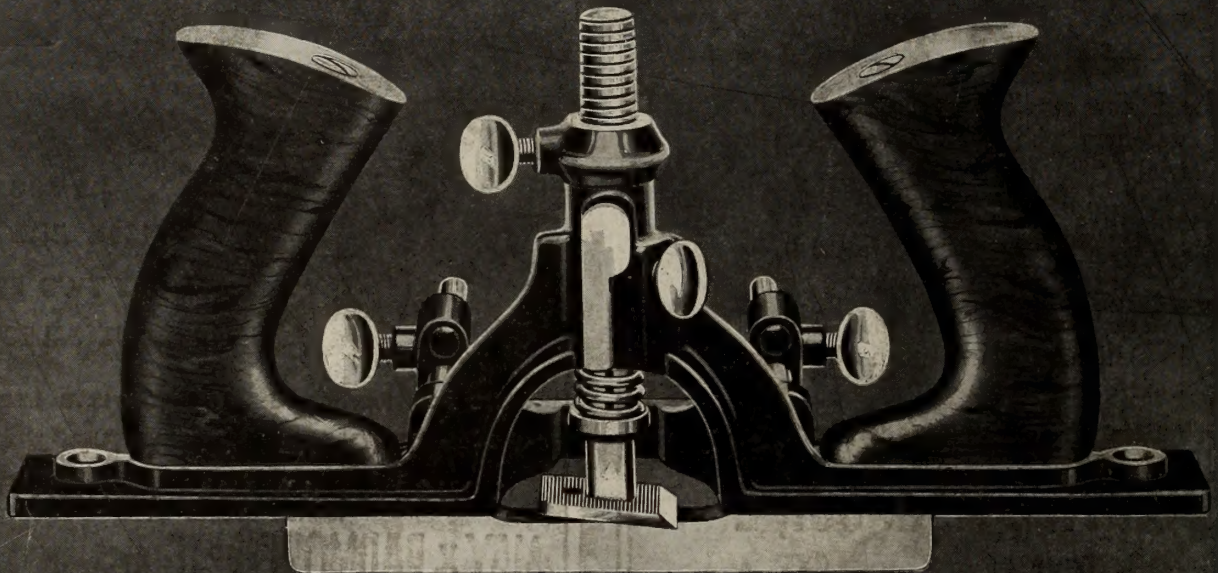
are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.



CATALOGUE
ON REQUEST

Stanley Tools



Stanley Door Trim Plane

THIS new Plane will make mortises for Butts, Face Plates, Strike Plates, Escutcheons, etc., without the use of a butt gauge or chisel. In fact it might very properly be termed a mechanical chisel. ☞ It is also a very superior Router Plane for surfacing the bottom of grooves or other depressions parallel with the general surface of the work. ☞ The Plane is japanned, has nickel plated trimmings, rosewood handles, and three forged steel cutters.

Send for Special Circular

No. 171

Length, 11 Inches

Weight, 3 Pounds

List, \$2.75

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

